TRADE AND INDUSTRY

9 August 1973 Volume 12 No 6 10p

The Fair Trading Act

BOTB annual report: closer partnership between Government and Industry

Developments in statistics at the DTI—2

Overseas transactions—films and TV material

EC Commentary: Community law; Technical barriers to trade; The Community and the environment; Agreements with Mediterranean Countries; Energy in the Community

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The closing date for applications is 31st October, 1973.

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BOTB annual report tells of expanding services, closer partnership between Government and industry

Report 1973 of the British Overseas Trade Board was published this week. Lord Thorneycroft, the Board's Chairman, outlines in his introduction the functions and achievements of the Board during the past year. 'Basically our job comprises administration of existing services, innovation, and communication between Government and industry. Our strength lies in our actual presence in Whitehall which, for the first time, gives industrialists who choose to use it a machine capable of activating the agencies of Government and of grasping the problems which inevitably arise in large organisations associated with Government administration. Advisory Groups composed of business men with first-hand exporting experience help us relate our activities to the opportunities of individual overseas markets.

'Our work in the field of trade fairs, market research, inward and outward missions, and export intelligence is expanding and is widely known and used. We are engaged in a truly comprehensive effort to reconcile the views of British firms on the one hand and Government, including especially HM Diplomatic Missions overseas, on the other, about our major targets and how they should be tackled. This dialogue is stimulating, and will help us as perhaps nothing else can in determining our priorities. We have strengthened and restructured our arrangements to help major overseas projects; and we are discussing with the Government and with the private and public sectors of industry to what extent our competitive strength for large contracts may be augmented.'

Overseas trade

REVIEWING the trends and prospects for overseas trade, the report remarks that the value of UK exports was 18 per cent higher in the first six months of 1973 than in the second half of 1972. The 1973 figures indicate a strong upsurge in shipments to Japan (39 per cent), North America (21 per cent), Western Europe (17 per cent) and the sterling area outside Europe (15 per cent).

Looking to the future the report says: 'The prospects for our exports are good. World trade is expected to grow more rapidly than in 1972 and our price competitiveness has been restored, following the depreciation of sterling and the effectiveness of Government measures to control inflation. Both these factors should have a beneficial effect on our exports.'

Export promotion budget

The report contains an analysis of public expenditure in supporting British exporters, where the main items in the budget are:

Collection and dissemination of market intelligence—£7.5 million

Trade promotions—£10.7 million

Other help, such as agency inquiries and assisting British business visitors abroad—£4.2 million

Information and publicity in support of British industry and helping business visitors to the United Kingdom—£5.4 million

Miscellaneous, including administration and planning—£1.7 million

Review of the year

During the year one of the major features of the Board's work was to discuss and work out with industry a long-term strategic approach to overseas trade expansion. This implies reconciling industry's own plans for developing overseas markets with the information the Board has about the growth potential of those markets. The Board has started discussions with firms and trade associations about how official resources should be used to complement firms' own efforts so that, by a joint effort, the maximum result can be achieved.

Another major development was the Board's decision to set up a special planning unit. The first task of the unit was to settle the immediate plan of campaign. This involved the selection of priorities—for both countries and products—and agreement with industry on the choice. The broad intention has been to select some 20 countries as priority markets and, for each of these markets, a limited range of products which seem to offer the best opportunities for British manufacturers.

The criteria for choice were: where Britain already had a large established trade; those which had above average wealth, actual or potential and in many cases rapidly growing economies. Western Europe, North America and Japan naturally meet most of these criteria and attention has been focused on them, together with promising markets in other parts of the world—some of these being of particular interest to manufacturers of capital and industrial goods. The Report states: 'Our consultations with industry have shown that our choice reflects the views of industry generally.'

The Board had also tried to look further ahead to find those markets which should be important in five to 10 years' time. For example, countries whose trade is likely to expand because of natural wealth, population and economic growth. The Board is also interested to know why some firms export and others do not. A survey has been undertaken, directed particularly to those companies which have little or no overseas trade, to try and discover how their attitudes differ from those of regular exporters; what potential they have for developing

exports; and whether the British Overseas Trade Board could take action to help these firms realise their potential.

Wide range of activities

During the past year the Overseas Projects Group has begun concentrating on a limited number of very important projects in 'good' markets in sectors which show future promise. Some 60 projects have been selected for special attention.

The Export Intelligence Service is one of the key facilities for British exporters and the report gives details of a recent survey undertaken. This showed that 70 per cent of the specific export opportunities and potential agency cases provoked a response from one or more subscribers and that success had been achieved or was likely in about 20 per cent of cases. The number of notices issued by the Service has increased from 40,000 in 1970 to currently over 60,000 a year. There are now 5,700 subscribers who, collectively, are responsible for about 80 per cent of the United Kingdom's exports.

In the first half of 1973 inward trade missions came from 64 countries, more than double the number for all of 1972 and the upward trend continues. The report states: 'There is a growing awareness on industry's part of the benefits offered by the Inward Missions scheme. Having once helped to receive such a mission, trade associations and individual firms frequently seek to repeat the experience.' The VIP Visitors scheme has continued to prove its value in bringing to Britain, as the Board's guests, people who can influence the placing of large orders over a wide range of British industries.

During the period covered by the report the use of the Export Marketing Research scheme has increased dramatically. The scheme was started in 1969 and during the first two years supported about one proposal a month. Now over 20 projects a month are being supported.

Another area of expansion under the Board has been the British Standards Institution's Technical Help to Exporters Service which provides information and advice on compliance with overseas statutory and other technical requirements. The Board has approved a 20 per cent increase in resources to this Service; this will mean it can cover new products and possibly additional countries.

Exhibiting overseas

A major new development is the sponsorship of the British Export Marketing Centre in Tokyo, which opens in September this year. There will be an annual programme of from eight to 10 industrial exhibitions, lasting about a week each, aimed at a particular target based on market research and consultation with industry. The report spells out the services available from the Centre and states 'the facilities of the Centre and the Commercial Department of the British Embassy in Tokyo will provide a fully-integrated package of services for British exporters to Japan'.

More British firms are participating in promotions overseas supported by the Board. In addition to the regular participation in established trade fairs through the Joint Venture and British Pavilion schemes, some important all-British trade fairs have been organised. A statistical table in the report shows the comparative use being made of trade fairs and outward missions facilities as follows:

	1972	1973
	(First six months)	
Overseas exhibitions supported	144	176
Companies participating	2,684	3,569
Retail promotions	14	26
Outward missions	45	90
People participating	460	1,015
Seminars or symposia	4	2

Reflecting the particular concern of the Board for education and training for overseas trade, the report gives details of the inquiry which the Board commissioned from Mr. D. J. Liston. The report was published in July as a discussion document and a seminar on the report will take place in October.

The report records that the British Overseas Trade Board has paid special attention to the possibilities of helping British exports by taking advantage of a situation created by the Government's expenditure on goods and services and, perhaps even more important, that of the nationalised industries. Discussions have been held with six major industries—coal, steel, railways, electricity, gas and the Post Office—and with representatives of their main suppliers.

Lord Thorneycroft and the chairmen of these public Boards have considered the three main contributions which the Boards might make. Firstly, the prospect of direct export of products the Boards themselves produce and the technology they possess. Secondly, by the Boards adapting their buying policies so that they strengthen their suppliers' ability to export. Thirdly, the public Boards could harness their experience and technical skill to overseas consultancies which, apart from earning foreign currency, often result in contracts for British manufacturers. The report states that other areas of public purchasing have yet to be explored—these include airport facilities, broadcasting equipment and hospital supplies.

The Board has set up a working group to undertake detailed studies of new products of advanced technology which might achieve export growth in the late 1970s. Detailed research is now being carried out in association with the main manufacturers concerned. The group intends to submit to the Board a short list of specific products and processes, with detailed recommendations about what should be done in each individual case to achieve the maximum benefit from the likely export opportunities.

The future

The Board's report concludes by looking to the future. It states: 'For the coming year, our researches and consultation with industry and with HM Diplomatic Missions confirm that our best export opportunities will continue to be in the major markets of Western Europe, North America, Australasia and Japan. The impact of EEC membership will increasingly make itself felt and the European Trade Committee is basing its plans for the West European markets on a survey looking five years ahead. Japan is opening its economic frontiers and offers many opportunities for trade expansion. The Board has backed this judgment by establishing a British Export Marketing Centre in Tokyo and appointing a Japanese Marketing Advisor in London. For the USA, a five-year strategy is being worked out to seize expanding opportunities expected with the continuing growth of the American economy.

'But industry's parish is worldwide and the Board stands ready to help wherever and whenever it can. The markets of Asia and Australasia, Latin America, Eastern Europe, Middle East and Africa all offer substantial opportunities which the Board intends to continue bringing to the attention of British traders, who may be assured of all possible assistance in the exploitation of these opportunities. Our recent sponsorship of major British industrial exporters in China and Nigeria, both markets where the long-term potential trade offers a vast new challenge, are cases in point.

'But the Board's resources are not unlimited and it must deploy them selectively to help those firms that can make the most profitable use of the services available in the areas of opportunity. As we move ahead in our partnership with industry, we are confident we can harness the services under our direction to achieving a continuing growth of Britain's exports.'

Report 1973 (British Overseas Trade Board) is available free of charge from the Publicity Unit, British Overseas Trade Board, 1 Victoria Street, London SW1H 0ET.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme is available to exporters who have held an ECGD comprehensive type policy for 12 months. This scheme enables exporters to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 38 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with your local branch office listed below.

London (City)
London postal districts E, and EC2 and 3, South Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent, Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N, EC1, WC1 and 2, South Herts and Middlesex, South Bucks.
C. W. Gentry, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)
London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol
Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, Berkshire, West Hampshire, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Cambridge
Counties of Bedford, Cambridge, Huntingdon and Peterborough, Northants, Norfolk, Suffolk, North Bucks, North Essex, North Herts and South Lincs, including City of Lincoln.
H. Watson, Prudential Buildings, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. Cambridge 67736, Telex 81624.

Glasgow
Scotland and the Outer Isles.
F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds
The counties of York, Durham, Northumberland and part of Lincoln.
W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Manchester
Lancashire, Cheshire, Cumberland, Westmorland and part of Derbyshire; the Welsh counties of Anglesey, Caenarvon, Denbigh and Flint and the Isle of Man.
R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester, M2 4AJ. Tel. 061-228 3621. Telex 667756.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

New York
In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada: J. A. Dorrian, DFM, c/o British Trade Development Office, 150 East 58th Street, New York 10022, USA. Tel. 212-593-2258. Telex 420543.

Slower growth of ECGD business last year

THE following statement on last year's trading was issued on August 1 by Mr. Robert Fell, Secretary of the Export Credits Guarantee Department.

Compared with recent years, 1972/73 was a comparatively static year for ECGD. Nevertheless, new business showed an increase of some 4 per cent to £4,000 million in the year. At March 31, 1973 our maximum liabilities were £5,876 million. A comparison of this figure with total British exports in 1972 (£9,746 million) gives a measure of the Department's involvement in the national export effort. In support of this effort, claims paid by the Department reached a record figure of £32 million. Payments to policyholders have been on a rising trend. Last year payments were £30.4 million and in 1970/71 £25.8 million. In the year under review some 70 per cent of the claims were as a result of political action, notably in Ghana and Chile. But this means that we paid over £6½ million in claims arising from buyer default or insolvency which is a further reminder of how important insurance against buyer risk continues to be.

Total premium income was £24.7 million an increase of only £2.5 million over the previous year. Recoveries fell away sharply from £25.3 million to £8.8 million. Taking our two accounts together, we were in balance but only after taking credit for the interest on our cumulative balance (£159.3 million).

Looking at the accounts separately, on the 'Commercial' account (Section 1) business declared increased by 6 per cent to £3,688 million. Short-term business rose by 6.5 per cent and other business by 4 per cent. Premium receipts rose £3.4 million to £17.4 million, while claims fell from £28.5 million in 1971/72 to £26.4 million. Recoveries were well down from £25.1 million to £7.3 million. Taking into account operating expenses and interest there was a deficit of £6 million on the revenue account bringing the cumulative balance to £87.3 million. The ratio of this balance to the Department's maximum liability of £3,988 million on Guarantees current at March 31, 1973 was 2.2 per cent.

Business declared on the 'national interest' account (Section 2) decreased from £333 million to £311 million. Premium receipts were down from £8.2 million to £7.3 million, but claims paid increased from £1.9 million to £5.6 million. Recoveries increased from £0.2 million to £1.5 million.

Taking account of operating expenses and interest credited on notional balances, the revenue balance for the year was £6.2 million as against £9.9 million for the previous year, bringing the cumulative balance on the account to £72 million.

The volume of advances by banks guaranteed by ECGD—and thus qualifying for the special interest rates—decreased in all the supplier credit fields from £966 million to £846 million.

Current Buyer Credit Guarantees rose from 364 worth £2,490 million at the end of 1971/72 to 416 worth £2,702 million by the end of 1972/73. Advances under buyer credits during the year totalled £369 million (£320 million in 1971/72) of which £50 million were from 68 general purpose lines of credit. In the previous year advances from a total of 50 general purpose lines of credit totalled £41 million.

One of the year's most important developments was the launching of the Overseas Investment Insurance Scheme.

By the end of the year ECGD had insured five schemes with a maximum liability of £1.4 million. Premium receipts were £12,000.

Perhaps the most significant single event of the year for ECGD, as in other fields, was British membership of the EEC. This will have widespread consequences in the future. We are confident of playing our full part in developing credit insurance thinking and practice within the Community, to the benefit of our policyholders.

As a result of our membership of the EEC we raised our limits for cover on sub-contracts placed in other EEC countries from 30 to 40 per cent.

At home we have improved our marketing organisation. We have strengthened our regional offices (at the same time reducing their number) to take over underwriting and claims work previously done in Headquarters. When these changes are complete policyholders will benefit from an improved and more rapid service.

Following the stronger expansion of British exports in the last quarter of the year the volume of business covered by ECGD began to grow at a more rapid rate during this period. I expect this expansion to continue more strongly during 1973/74.

I also expect the revenue account to be in surplus once more following the payment of most of our outstanding claims in respect of principal debtor countries and the pick up in business generally.

£ million

	'Commercial' business		'National' interest	
	1971-72	1972-73	1971-72	1972-73
	(actual)	(provisional)*	(actual)	(provisional)*
Insurance Account Income				
Premium	14.0	17.4	8.2	7.3
Recoveries	25.1	7.3	0.2	1.5
Interest	7.2	6.1	4.2	4.5
	46.3	30.8	12.6	13.3
Insurance Account Expenditure				
Claims payment	28.5	26.4	1.9	5.6
Administration and services	5.4	5.9	0.5	0.6
	33.9	32.3	2.4	6.2
Insurance Account Balance	12.4	(DR) 1.5	10.2	7.1
Bank Guarantee Account Balance†	(DR) 0.4	(DR) 4.5	(DR) 0.3	(DR) 0.9
Increase or Decrease in Revenue Balance	12.0	(DR) 6.0	9.9	6.2
Cumulative Reserve at beginning of Year	81.3	93.3	55.9	65.8
Cumulative Reserve at end of Year	93.3	87.3	65.8	72.0

* 1972/73 figures are provisional throughout.

†Bank Guarantee claims are normally recovered, either by payment of a claim under the insurance or by recourse to the exporter. A separate account is kept for Bank Guarantees; only the balance of this account is shown in the above tables.

BOTB report available: Japanese market for textile machinery

THE British Overseas Trade Board has just made available a 100-page report, 'The Japanese Market for Textile Machinery', prepared by Peat, Marwick, Mitchell and Co., professional market research consultants. The object of this study was to point out specific export opportunities in Japan for British manufacturers; to distinguish the most promising product fields; to identify leading manufacturers, potential purchasers, and agents in the market; and to provide extensive data and background material for use in marketing programme planning.

It is also hoped that the survey will act as an inducement to manufacturers in the United Kingdom to take part in appropriate trade fairs in Japan, and, specifically, in the JITEMA 3rd Japan International Textile Machinery Exhibition scheduled for March of next year.

(continued on next page)

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufactures are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 2393/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

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BOTB REPORT ON JAPANESE MARKET FOR TEXTILE MACHINERY
continued

The survey's conclusions show that, based on studies going back as far as 1946, the demand in Japan for textile machinery fluctuates in five-year cycles, coinciding with the expected life-span of existing equipment. The market went into a relative recession in 1970, which bottomed in 1972. 1973 has witnessed a rapid rise in demand which is expected to increase by an annual figure of 10 per cent until 1975.

In the field of knitting machines, the annual percentage increase, of 25 per cent, is even better and, in view of the current popularity of knitwear in Japan, is expected to continue for another three years at least. Since United Kingdom textile machinery is extremely popular in Japan and highly regarded as a quality product, and since users tend to remain loyal to British equipment despite a price level some 30 per cent to 50 per cent higher than that of the comparable domestic product, it is concluded that all these factors continue to offer a substantial export opportunity at the present time.

The report urges, however, that close attention should be paid to certain special characteristics of the Japanese market, including the desirability of making use of the advantages offered by the major trading houses, whose financing capacity can influence end-users who might otherwise be hesitant to buy, and by ensuring that satisfactory maintenance and after-sales service facilities are readily available.

'A wealth of statistical information'

The survey offers manufacturers a wealth of tables and statistical information on the Japanese market, identifies those product categories having the highest sales potential, gives details of the domestic textile machinery industry in Japan and its background, and indicates potential importers, customers, and end-users, as well as explaining the distribution system for imported products. It also includes a section on computer application to textile machinery and makes suggestions on sales promotion techniques.

The British Overseas Trade Board is sponsoring joint venture participation for UK textile machinery manufacturers in the JITEMA International Exhibition in Osaka next year, as mentioned above, and a number of companies have already agreed to take part. These will automatically receive a free copy of the report.

Other textile machinery manufacturers can obtain a copy, price £5, by writing to: The Librarian, DTI Central Library, 1 Victoria Street, London SW1H 0ET; (tel: 01-222 7877 ext. 3124); (cheques made out to the Department of Trade and Industry).

However, if they wish to participate in the joint venture at the JITEMA Exhibition next year, they should without delay notify: British Textile Machinery Association, 444/6 The Royal Exchange, Manchester M2 7EP; (tel: 061-834 2991)—in which case they will receive a free copy in due course.

Assistance for travel to international standards meetings

THE British Overseas Trade Board has noted the heavy costs incurred in manning the delegations which represent the United Kingdom on the several bodies concerned with international standards work. Recognising the importance of lowering technological trade barriers by way of international harmonisation of standards, the Board has agreed that a contribution towards the costs would be justified.

The Board's contribution caters for the travelling costs of leaders of British delegations to meetings of committees and working groups of the main international standards organisations; and when the chairman of any such group or committee is British his costs will be similarly met.

This assistance will be administered by the British Standards Institution, as the United Kingdom member of the organisations in question. Further details of the arrangements, which operate from the beginning of August 1973, may be obtained from the British Standards Institution, 2 Park Street, London W1A 2BS; telephone 01-629 9000.

BOTB supporting British venture at Dublin food and drink show

PRODUCTS of over 50 companies will be shown on the British Stand, sponsored by the British Food Export Council, supported by the British Overseas Trade Board, at the Irish International Food and Drink Fair, Dublin, September 7-15. Britain will once again occupy the largest single stand area, as when the exhibition was last held in 1971.

The Irish Republic, states BFEC, now holds second place, after the USA, in the major export markets for British foods and beverages, For certain varieties of processed foods it is Britain's best customer world-wide. In 1972, the value was £15 million, 19 per cent up on the £12.6 million of 1971.

Where tastes are so similar, it is not surprising that the foods most popular in Britain are also those sent to Ireland. However, the beverage market was particularly buoyant last year for British instant coffee—at £1.6 million, double that of 1971—and for fruit squashes, cordials and crushes, which showed a three-fold increase over the previous year.

Individual exhibitors will include Burton's Gold Medal Biscuits Ltd., J. I. Rodale & Co. Ltd. and Swizzels/Matlow Ltd., while such well-known companies as Callard & Bowser Ltd., C. Shippam Ltd. and United Biscuits Ltd., will also be prominent. The products of many other British companies will be displayed on stands staffed by Irish agency companies.

First-time participants set for overseas events

Two first-time joint ventures are included in the British Overseas Trade Board's programme of overseas trade events this autumn.

Poznan International Consumer Goods Fair, September 23-30: This is the first time that the Consumer Goods Fair has been organised as a separate entity from the Capital Equipment Fair which is normally held in Poznan in June. The BOTB-sponsored British participation is composed of 17 companies whose exhibits cover a wide variety of products including dyeline copiers and materials, portable power electric tools, confectionery, clothes, cosmetics, toys, wall coverings, floor tiles, carpets, haberdashery and textiles.

Johannesburg South African Food Processing, Packaging and Distribution Exhibition, October 1-5: The food industry is a most important part of the South African economy and almost all the more sophisticated machinery and equipment used in the industry for processing and packaging is imported. Taking part in a joint venture sponsored by the London Chamber of Commerce and Industry are 10 British companies. Products on show include bakery washing and cleaning machinery, metal detection equipment for use in the food and pharmaceutical industries, food flavours, a twin line automatic pie machine capable of producing 4,000 meat and fruit pies an hour, moisture measuring equipment, chemical analytical instruments and fillng and weighting machines.

A highly successful British store promotion was held recently at Shui Hing, one of Hong Kong's leading department stores. British goods were featured in all departments of the store but fashions were given special prominence. Picture shows Mr. T. W. Aston, CMG, Senior British Trade Commissioner, cutting the ribbon at the promotions opening ceremony, helped by Mr. Daniel Koo, managing director of Shui Hing stores, and Mrs. Koo.

BETA organises British group for Chicago NOPA

THE Business Equipment Trade Association is organising a group display by 10 British companies at the National Office Products Association Show, Chicago, September 8-11. BETA will be also represented at the event and further information on any of the companies or the British equipment industry will be obtainable for visitors from Mr. R. D. D'Urban on Stand No. 747.

The companies in the group are: Beanstalk Shelving Ltd., Chichester; Business Aids Ltd., London; English Numbering Machines Ltd., Enfield; Evertaut International, London; Planomatic Ltd., Bushey; President Office Equipment, St. Albans; Roneo Vickers (Comperipherals Inc.), Croydon; Sterling Seating Ltd., St. Albans; H. W. Peel & Co. Ltd., Greenford; and Sinclair Radionics Ltd.

Mr. Kosygin sees British pavilion at Moscow fair

From Commercial Department, British Embassy, Moscow: Twenty-one British firms participated in the international exhibition Avtoservis 73, Moscow. British participation was organised on a joint venture basis, sponsored by the Society of Motor Manufacturers and Traders and supported by the British Overseas Trade Board —both of which were awarded diplomas by the Soviet authorities for the role they played.

Most of the British companies taking part reported that offstand sales had been well up to expectations and that prospects for future trade in the Soviet Union were promising. About £120,000 worth of exhibits were sold from the stands and other contracts to a value of over £500,000 were negotiated in the course of the exhibition.

HM Ambassador at Moscow, Sir John Killick, visited the British Pavilion on the British National Day and attended a reception given in the exhibition park by Mr. Gilbert Hunt, SMMT President.

The British Pavilion was also visited by Mr. A. N. Kosygin, Chairman of the USSR Council of Ministers; Mr. U. N. Novikov, Deputy Chairman of the USSR Council of Ministers; Mr. A. M. Tarasov, Soviet Minister for the Automobile Industry; and other senior Soviet officials who toured the stands.

British participants in the exhibition, which ran May 23-June 6, are considering the possibility of following up contacts established and consideration is being given to mounting a mission to the Soviet Union early in 1974.

At Avtoservis in Moscow . . . Mr. Kosygin is in the centre. On his left is Mr. Zorin, Director-General of the exhibition. Seen behind the Russian leader are Mr. Bushnell, SMMT, and Mr. Gillmore, British Embassy, Moscow. Left foreground is Mr. Edmondson, DTI Fairs and Promotions Branch.

Audio-visual aids feature at Basle education fair

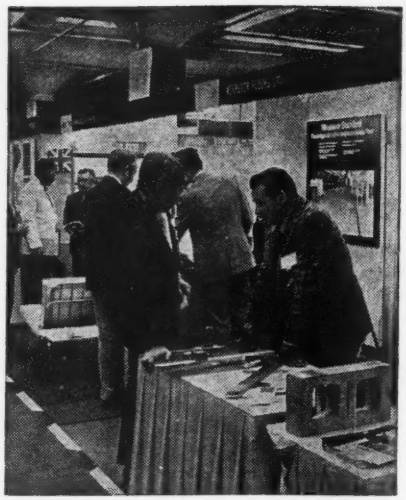
PAEDAGOGICA 73, an education materials fair, will be held in Basle, October 9-14. At Paedagogica, more than 130 exhibitors will be showing products from 15 countries, including Britain, on a net stand area of about 5,000 sq. m. The audio-visual sector is the most important: not only hardware (instruments, apparatus, accessories) but software (films, tapes, slides, foils, etc.) will be on view. Courses of instruction and programmes for the corresponding instruction systems will be exhibited.

The organisers state that the complex and ever-changing nature of modern industrial society calls for reconsideration of the traditional methods of teaching. It must be remembered that education can less than ever before be considered completed at the end of an apprenticeship or a course of study.

Continuous further education and re-training is not only an unavoidable prerequisite for an individual's professional career but for the formation of his personality. It is decisive for the success of a business concern that it systematically encourages the specialised and general education of its employees.

Paedagogica particularly takes this into account, in that exhibits and displays lay special emphasis on adult education. For example, a Basle chemical concern, in collaboration with the Federal Institute of Technology, Zurich, will present some specially-developed teaching programmes intended to transmit basic knowledge; bank and an organisation for the distribution of goods will demonstrate a programme for further education within the company; the Swiss army is to show its newest teaching methods; a large pharmaceutical company will exhibit part of its programme for the further training of medical practitioners.

In the immediate vicinity of the fair cinema an audio-visual workshop will be in operation.



There was a joint venture, supported by the British Overseas Trade Board, at the construction specifications Institute Show in Washington. Here some American architects are on the stands of Wearever Floors Ltd. of Hertford, manufacturer of abrasive vinyl floorings for industrial and institutional use, and Mineralite Ltd. of Leatherhead, maker of decorative texture facing materials.

Dozen joint venture firms for Melbourne display

THE 14th National Radio and Electronics Engineering Convention, claimed by the organisers, the Institution of Radio and Electronics Engineers of Australia, to be the shop window of the electronics industry, will be held in the Exhibition Buildings, Melbourne, August 20-24.

Twelve British-based companies will be exhibiting at this year's event as part of the Electronic Engineering Association's organised participation, supported by the British Overseas Trade Board. These companies will be showing a range of products with particular emphasis on broadcasting and ancillary equipment.

The joint venture firms are: Aston Electronic Developments Ltd., Camberley, Surrey; Dynamic Technology Ltd., Wembley Park, Middlesex; EMI Electronics Ltd., Hayes, Middlesex; Marconi Communication Systems Ltd., Chelmsford, Essex; Michael Cox Electronics Ltd., Twickenham, Middlesex; Prowest Electronics Ltd., White Waltham, Berks; Rank precision Industries Ltd., Ware, Herts; Rupert Neve and Co. Ltd., Melbourn, Royston, Herts; System Video Ltd., Chertsey, Surrey; Taylor Hobson Optics, Rank Precision Industries Ltd., Leicester; Boston Insulated Wire (UK) Ltd., Kingston-upon-Thames; Link Electronics Ltd., Andover, Hants.

Making it really Royal... the Duchess of Gloucester visits the British Overseas Trade Board's first stand at the Royal Agricultural Show. Also in the picture, taken at the event at Stoneleigh, Warks., are Mr. A. H. Vine, of Fairs and Promotions Branch, and Miss Ing and Mr. Wilson, both of General Export Services Branch.

Information stand set for Leipzig

COMPREHENSIVE and interesting programme of scientific and technical events, the organisers announce, awaits all participants in the forthcoming Leipzig Autumn Fair to be held September 2-9.

A highlight is the scientific congress on the 'Technology of the Manufacture and Processing of Chemical Fibres', September 5-6, in Leipzig. The organisers are reckoning on 300 participants from over 20 countries. The colloquy 'The Effect of Wheel and Spring Suspension on the Safety, Comfort and Efficiency of Road Vehicles', August 30-31, in Halle, forms the beginning of the fair programme for the GDR Chamber of Technology.

On September 3 and 4, the symposium 'Experience and Results of the Application of Technical Catalysts' takes place in Leipzig, together with the VEB Buna-Werke. Of particular interest for participants in the specialist group 'Plastic Machinery' is the 5th conference concerning 'Principles of Polymeric Technology' beginning one day after the fair in Karl-Marx-Stadt, September 10-12. In the foreground of the exhibitors' lecture programme is the series of lectures 'Advanced Production and Finishing of Fabrics', 'Modern Machinery and Production Lines for the Processing of Plastics' and 'Efficient Plants and Equipment for the Chemical Industry'

Exhibits of the interscola industry—educational instruments and school furniture—will not be found on the fair ground this autumn as in previous years. For the first time 4,000 sq. m. of exhibition space in the Messehaus am Markt are at the disposal of this group. Exhibitors from nine countries are expected.

The British Overseas Trade Board will have an information stand at the Fair.

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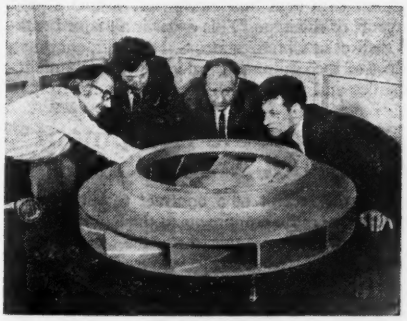
Over 300 UK firms get cash aid for Australia selling missions

REPRESENTATIVES from more than 300 British companies are taking part in 18 selling missions to Australia this year. All these missions are financially supported by the British Overseas Trade Board. Two of them are visiting the Melbourne International Engineering Exhibition which opened July 30.

At this exhibition, the BOTB is sponsoring 22 British firms in a joint venture display: these are showing products ranging from milling machines and diesel engines to process control instruments and paint-spray equipment.

British participation at this exhibition has increased substantially since the first joint venture in 1971 when only 15 companies were represented.



The Engineering Products Division of Balfour Darwins Ltd., Sheffield, recently entertained two visitors from Société Rateau SA, La Courneuve, France. Rateau's Georges Feru, and Gerard Pourchaux—here flanked by Balfour Darwin's Lance Croft and Derek Stevenson—inspect a compressor impeller made for them in Sheffield. The compressor impeller, diameter of 1,210 mm, weighing 1,170 kilos, was cast in 13/4 stainless steel and then rough machined.

Another Leicester mission to Moscow . . . and S. Africa

ARRANGEMENTS have been completed for the next Leicester and County Chamber of Commerce mission to Moscow. The mission, the 11th to visit the Russian capital since 1963, will leave Leicester on September 24, returning four days later.

The British Overseas Trade Board-supported mission will be led by A. E. Simons, the Chamber's vice-president, who is managing director of Deacon Knitting Co. Ltd. C. J. Iliffe, the Chamber's assistant secretary, will accompany the mission. As usual, the mission will include manufacturers of both capital and consumer goods.

H. Leslie Milliard, the Chamber's chief executive, said that RAZNO Export, the Russian buying organisation, ordered £580,000 worth of Leicester-made hosiery and knitwear following the 1972 Leicester mission.

Others taking part are: S. Wegerif, Bentley Engineering Company; W. G. Glover, managing director, Helen Bond Ltd.; S. Cook, sales director, D. Byford and Co. Ltd.; P. J. A. Robinson, export manager, Co-operative Wholesale Society Ltd.; W. E. J. Morris, export sales manager, Fine Jersey Ltd.; P. Thirlby, director, S. M. Hurst Ltd.; A. Jackson, overseas project manager, A. A. Jones and Shipman Ltd.; D. J. Crowe, Richard Roberts Fabrics Ltd.; C. Chambers, managing director, Richard Roberts Jerseywear Ltd.; J. C. White, sales director, Stibbe Monk Ltd.; R. Lindsay, commercial director, Stibbe Machinery Ltd.; M. A. Godfrey, export sales director, Welsmere (Mfg.) Ltd.; J. T. Littleton, export sales director, Wildt Mellor Bromley Ltd.

It will be the Chamber's second visit to Eastern Europe this year.

A nine-man trade mission organised by the Chamber left for South Africa July 28. It will be away until August 15, visiting Johannesburg, Cape Town, Port Elizabeth and Durban.

Mr. Milliard, accompanying the party, recalled that the Chamber had sent a mission to South Africa in 1968 and much useful business had accrued.

Members of this mission, also BOTB-supported, received a briefing in Leicester from UK consular officials normally resident in South Africa.

A group of Brazilian visitors recently toured the Ferranti Transformer Factory at Hollinwood as part of a two-week visit during which they examined various aspects of the British electrical industry. The visitors are all representatives of Eletrobras, the State electrical company in Brazil. Here, Ferranti's J. V. Grant and G. P. Watson discuss components of an impulse generator with Dario Gomes, Mauro Amorim, Lauro Riberio Paixo and Andre Dias de Arruda Falcoa Filho.

DTI expresses importance of close commercial links between Spain and UK

THE importance that the Department of Trade and Industry attaches to continuing close commercial relations between Spain and Britain and the further development of trade between them has been expressed at an official function in London. Mr. M. J. F. Jefferson, Commercial Relations and Exports Department, DTI, was speaking at a dinner given for members of a Spanish Inward Mission by the Machine Tool Trades Association and the British Overseas Trade Board.

Mr. Jefferson said the wish to further business contacts was 'underlined by the fact that the British Overseas Trade Board, the official agency of the British Government concerned with trade promotion, are co-sponsors and hosts to this Mission—a Mission which has proved, I hope you will agree, an excellent example of fruitful co-operation between Government and industry.'

He went on: 'Of course Government-industry co-operation is a familiar concept to a Spanish audience. The programme of indicative planning embodied in the three development plans has provided a framework within which the Spanish economy has enjoyed an average increase of 7 per cent in Gross National Product over the last few years.

'We in the United Kingdom have observed this progress with admiration not untinged with envy. We have also observed the way in which this development has effected Hispano-British trade. One aspect is the increase in the proportion of manufactured goods exported from Spain—in 1963 these accounted for less than one-third of Spanish exports: they now account for more than one half. UK imports of Spanish manufactured goods have increased eight times since that year.

'The pattern of British exports to Spain has also changed. The broad headings (machinery, transport equipment, other capital goods) have remained constant but within these the actual goods are more and more technologically advanced to keep pace with the increasingly sophisticated demands of Spanish industry. While you have been our guests you will, I hope, have seen examples of highly advanced tools, not yet manufactured in Spain, which we believe bear favourable comparison with anything our competitors in West Germany, France, Italy and the USA can offer.'

Mr. Jefferson concluded his speech at the MTTA-BOTB dinner for the Spanish Inward Mission on July 27: 'I am sure that the machine tool industry can be relied upon to consider your needs very carefully and, as an earnest of Government's wider interest, I would like to draw your attention to the British Industrial Technology Exhibition—BRITEC 1973—to be held in Bilbao, October 18-25. This—the most important British Exhibition to be held in Spain since the United Kingdom Trade Fair in Barcelona in 1964—is designed to give Spanish industrialists an opportunity to assess *in Spain* some of Britain's latest scientific, technological and engineering products.'

BOTB-supported missions

OUTWARD mission, sponsored by the British Hosiery and Knitwear Export Group and supported by the British Overseas Trade Board, will visit Lodz and Warsaw in September.

The Westminster Chamber of Commerce will co-sponsor an outward mission to South Africa, October 13-November 1.

The British Plastics Federation will sponsor an inward mission from South Africa in November.

EXPORT BUSINESS

Dowty Group supplies China mines with £12m coal face equipment

DOWTY Group mining companies are to supply China with coal face equipment valued at £12 million in what they claim is Britain's biggest-ever export of this type. 'This order is a major breakthrough into what we regard as a massive potential market in China,' states S. Hinchliff, chairman of Dowty Mining Equipment and Dowty Meco. 'Most of the equipment ordered will be manufactured by Dowty's roof support and conveyor companies and will be delivered during the next 18 months.'

The order is principally for Dowty Mining four-leg 280-ton and four-leg 450-ton powered roof supports and Dowty Meco armoured face conveyors, drive units, gate belt conveyors and stage loaders. Other manufacturers, including Anderson Mavor, are contracted to supply Dowty with double-ended ranging drum shearers, face lighting, signalling equipment and switchgear.

Chinese interest in British mining machinery was first evinced during last year's Council of Underground Machinery Manufacturers' Exhibition in London, states Dowty. A team of 20 Chinese engineers visited Dowty Mining and Dowty Meco, for discussions and evaluation of their technical and production facilities, and toured British coal mines to see the equipment operating underground.

In April 1973, these companies exhibited mining equipment at the British Industrial Technology Exhibition in Peking where further discussions took place between Dowty mining engineers and representatives of the China National Technical Import Corporation.

Plessey radio equipment for Saudi Arabia links

WITH the receipt of a contract to supply high frequency radio equipment to the Saudi Arabian Ministry of Communications, the total value of orders reported by Plessey Radio from the Middle East and Gulf region during the past few months exceeds well over £1 million.

This latest contract covers the supply of equipment to provide twelve high-grade telephone circuits between the cities of Jeddah and Riyadh. Each location is to be equipped with three Plessey PVT 350 10kW hf transmitters, together with receivers, ancillary equipment and periodic log antennas. Additionally, at Riyadh, a fully protected Plessey PVS 100 uhf multichannel radio relay equipment will be used to provide a communications facility between the terminal building and the transmitter/receiver sites.

Plessey Radio has total responsibility for all installation and commissioning. This contract like other Middle Eastern orders obtained by Plessey, was won in the face of strong international competition.

Grubb Parsons telescopes for Chile and S. Africa

SIR Howard Grubb Parsons & Co. Ltd., a member of the Reyrolle Parsons Group, has received two further telescope orders, together worth over £130,000.

The first is for the design and manufacture of the tube and mounting for a 60-in. reflecting telescope for the University of Copenhagen. This instrument will be sited at the European Southern Observatory at La Silla, Chile, and will operate under computer control using a system developed by the ESO Project Team.

The second order was placed by the South African Astronomical Observatory. It is for the supply of a 30-in. reflecting telescope tube and mirror system which will be fitted to a mounting previously supplied by Grubb Parsons to the Royal Observatory, Cape Town.

Both orders are due for completion in 1974.

Seven-nation dredger study by UK firm

AN eight-months study involving seven countries from Mexico to Colombia has been completed by consulting engineers Livesey & Henderson, Guildford, Surrey, to see if it is practical to set up a Central American dredging organisation.

Field work was carried out by a dredging expert and a senior port engineer who visited Guatemala, British Honduras, Honduras, El Salvador, Nicaragua, Costa Rica and Panama.

It was concluded that a dredger of the 'trailer hopper' type could be operated from Nicaragua. This would service the seven countries studied and undertake some or all work due for completion in the next 10 years. Nicaraguan personnel would be trained to take over future maintenance dredging.

Enfield Standard's cable for Malaysia electricity

ENFIELD Standard Power Cables, part of the Delta Group, has secured an order to supply the National Electricity Board of Malaysia with M$4.6 million (£700,000) worth of high voltage cable for extensions to power networks.

Under the contract, reflecting the keen emphasis being placed on industrial growth in Malaysia's current development plan, a total of more than 400,000 metres of 6kV and 11kV mass impregnated non-draining type paper insulated cable will be delivered by ESPC over the next six months.

Czechs order new computer for internal trade use

MAJOR export order valued at some £750,000 has been received by International Computers Ltd., The order was placed by PORS (Pocetanicka a Organizacni Sluzba), the central computer organisation for Czechoslovakia's Ministry of Internal Trade and is for a System 4-72.

The new System 4-72, states ICL, will be the largest computer to be operated by PORS and is to date the largest ordered by Czechoslovakia for purely commercial purposes.

Due for installation early in 1974, the system is to be used for two major application areas: an integrated data base management information system is to be set up, including employees, trend analyses affecting distribution patterns, and stock control; and a hotel reservation system using visual display units for all Prague hotels.

The configuration of the System 4-72 comprises 256K words of store, two card readers, a paper tape reader, two line printers, six magnetic tape units, four EDS60s, three visual display units and three termiprinters.

Fighting fire in the Middle East . . .

Two orders, worth a total of about £110,000, have been won by the Envec Group—Yorkshire Vehicles Ltd. of Leeds, Eagle Engineering Co. Ltd. of Warwick, and Dennis Brothers Ltd. of Guildford—to supply a new type of fire appliance to the Middle East. This appliance, known as the 'Firebird', has been developed by Envec and because of its large water capacity is specially suitable for operation in countries where water is scarce.

Basically designed by Yorkshire Vehicles and manufactured at the Group's factory in Leeds, the appliance includes the Dennis fire pump which has the facility of using dirty water with greatly reduced corrosion risk.

The two contracts involve a total of 10 appliances, half of which left Leeds, July 29, for the Middle East; the remainder follows in August. They are being supplied down to the last item including 30 pairs of firemen's boots, 30 helmets, fire extinguishers, foam dispensers.

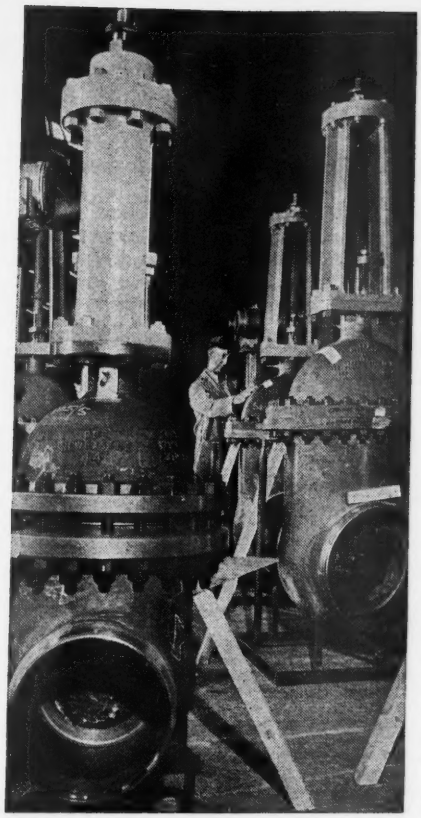
A 'Firebird', developed by the Envec Group, at the Leeds factory shortly before it left for the Middle East.

. . . and in Brazil

THE Sao Paulo Fire Brigade has ordered a Simon Snorkel fire-fighting and rescue appliance which will be the first machine of its type in Brazil. It is one of Simon Engineering Dudley's new generation of three-boom appliances and has a working height of 103 ft. It will be mounted on a Magirus chassis.

The machine can be used to rescue up to five adults at a time in its cage and lower them to safety. The cage has a stretcher carrier and take-off points for power tools and breathing air. The water nozzle at the cage can throw 500 gallons a minute. All movements of the hydraulic booms are controlled either from the cage or from chassis level.

The manufacturers also announce further overseas orders totalling over £120,000 received in 1973 for Simon Snorkels. These include 77-ft. units for Wexford Fire Brigade in Eire and Enschede Fire Brigade in Holland; a 70-ft. unit for Amanzimtoti Fire Brigade in South Africa; an 85-ft. unit for Indonesia; and a 91-ft. unit for Santa Cruz de Tenerife in the Canary Islands. Hongkong Fire Service Department has ordered an 85-ft. Simon Snorkel to join the two machines already in service.



A technical operative at the R. Blackett Charlton & Co. Ltd. factory in Newcastle upon Tyne makes final checks to one of 48 valves, worth £150,000, to be used in radioactive condensate systems in the boiling water reactor generator plant at Rinhals nuclear power station, Vara, Sweden. The valves, made of stainless cast and stainless steel, range in size from 14 in. to 20 in. in diameter and operate between 150 and 300 psi.

Belgium (population 9.7m) orders 12 million British marshmallows

BARKER & DOBSON has received an order from Belgium for 12 million marshmallows obtained as a direct result of its 28th European Convention in Brussels in April.

Already the first of three 40-ft. trailers has been despatched to Antwerp, via Dover and Ostend, carrying four million marshmallows in 70,000 'King of Hypermarket' packs. These packs, 11 in. high and 8 in. wide, are of a size hitherto unknown on the Continent.

A second and a third 40-ft. trailer will quickly follow, each taking a further four million marshmallows to the 9.7m population of Belgium. Included in the shipment are coconut marshmallows which won a special prize for originality at the recent Intersuc Food Fare Exhibition in Paris.

The sales to Belgium follow the success of Barker & Dobson marshmallows in France where, it is reported, they have become brand leader. The large pack is now being sold to hypermarkets in France by a team of Frenchmen who are supplementing the Barker & Dobson agents' sales forces.

The marshmallow production team in the Liverpool factory has worked three shifts throughout the firm's annual holiday in order to complete the order in the time promised.

Woodall-Duckham builds £5m plant on Black Sea

WOODALL-DUCKHAM Ltd. of Crawley has been awarded a £5 million contract for 85 coke ovens and associated by-product plant to be built at Eregli in Turkey. Woodall-Duckham—process plant contracting division of Babcock and Wilcox Ltd.—states that it won the order against fierce international competition.

Based on the Woodall-Duckham/Becker design the new battery will be constructed on the Turkish Black Sea coast for the Eregli Iron and Steelworks Company. It will form part of a general expansion of the Eregli facilities and is designed to meet the rising demand for steel.

Woodall-Duckham's contract calls for design, engineering, procurement and delivery of all material. The company will also supervise erection, start-up and testing and will assist in the training of personnel.

To meet pollution control requirements, the design will incorporate the sequential charging system pioneered by Woodall-Duckham. Financed by the World Bank, the new battery is scheduled for completion during 1975. It will handle a throughput of over 900,000 tons of wet coal a year.

The contract is one of a number of valuable orders which Woodall-Duckham has secured from the world's steel-making industries this year. The value of Woodall-Duckham's current involvement in Turkey reaches £15 million with this contract. Work on the two extensive fertiliser plants, at Yarimca in the north and Iskenderun in the south, is well underway.

GEC wins £1.5m order from Iraq

GAS turbines manufactured by GEC have been selected by Basrah Petroleum Co. Ltd. as the prime mover for a crude oil pumping station at Zubair near Basrah in Iraq. In a deal reported to be worth some £1.5 million, GEC Gas Turbines Ltd. of Whetstone near Leicester will supply three 16,000 hp EAS1 single-jet gas turbines together with all mechanical auxiliary equipment, the station electrical system, the turbine building and design drawings and bills of quantities for the plant foundations. Staff from Whetstone will supervise installation and start-up of the plant on site.

Zubair pumping station is part of an expansion programme planned by Basrah Petroleum to increase substantially the crude oil output from the Rumaila and Zubair oilfields in Southern Iraq. The total output of the two fields will pass through Zubair station en route for a large storage facility at Fao some 60 miles away.

Each of the units at Zubair pumping station consists of an EAS1 single jet gas turbine using an Avon gas generator in combination with a single stage power turbine which drives a centrifugal pump at 2,000 rpm through reduction gears. In order to minimise on-site erection time, each turbine will be shipped as two factory built packages whilst auxiliary systems such as the turbine air intake filter house, the intake silencer plenum and the exhaust system will be preassembled at factory into convenient sections for shipment.

New Polish plant orders Gibson foundry equipment

SIGNING of a £556,000 contract has been announced between Gibson Engineering and Metalexport, the Polish Foreign Trade enterprise, for cylinder liner foundry equipment to be installed in a new plant at Delta-Krotoszyn in Western Poland.

The contract includes four Gibson 'Carousel' centrifugal casting machines together with four coreless Birlec melting furnaces and channel holding equipment. In their eight station water-cooled form the casting machines will produce over 120 diesel engine cylinder liners per hour with a total planned output of 900,000 liners per year from the four machines.

Babcock & Wilcox mixers for Japanese smelter

JENKINS OF RETFORD, part of the mechanical handling division of Babcock & Wilcox, has completed delivery to Japan of three giant 3,500 litre capacity paste mixers for electrode production worth almost £100,000,

The huge Z-arm mixers, which are fitted with oil-filled, heated jackets to improve the flow characteristics of the contents, are being installed in a new aluminium smelter being built at Kobe by Showa Denko Savoie, a Franco-Japanese combine.

Baker Perkins exports

ITALIAN order valued at £56,000 has been placed with Baker Perkins Ltd. by Societe Italiana Resine of Milan. The order is for three mixer extruders which will be used by the Italian company for the continuous production of acrylic dope used in the manufacture of synthetic fibres.

The machines comprise a feed unit that meters the powder polymer into the 13 in. mixer section where it is mixed with the solvent and additions to form a slurry for the spinning of acrylic fibres.

UK non-ferrous castings aid hospitals in Holland

OPTISCHE INDUSTRIE of Delft has awarded RKB Precision Products of Sandy, Bedfordshire, orders to the value of £45,000 for sand castings required for infra-red camera equipment and mass X-ray units.

Pye instruments to Poland

PYE UNICAM LTD. of Cambridge has received its largest single order for one type of instrument. It is to supply £75,000 worth of equipment for control and quality checking at a new plant being built in Poland to extract helium from natural gas. The order is backed by a further £10,000 worth of laboratory equipment to be installed on the same site.

The order was negotiated with Petrocarbon Developments Ltd., a Manchester based subsidiary of Burmah Oil. Under a design and engineering contract, Burmah is building a £3.4 million plant at Ostrow in Poland.

The Pye Unicam order is for 11 process chromatographs, six sample handling or conditioning units and other accessories which together will form a complete self-contained system for checking the chemical make up and quality of the various process streams coming off the helium extraction plant. The order is for delivery in two parts between October and February next year.

NOTICE TO IMPORTERS

Imports of coffee—the International Coffee Agreement

THE International Coffee Agreement 1968, which expires on September 30, 1973, has been extended in a modified form by a resolution of the International Coffee Council. The main difference between the modified Agreement and the existing one is that it excludes, inter alia, all provisions relating to the control of supplies and the fixing of price brackets. Provided the requisite number of countries notify their acceptance by September 30 this year, the modified Agreement will come into operation on October 1. The International Coffee Organisation hopes, however, to be able to complete the statistical information for the current coffee year on the basis of the certificates of origin, certificates of re-export and transit certificates in respect of consignments shipped before October 1. All consumer members of the organisation have been asked to co-operate in this. Further information may be obtained from Tropical Foods Division, Ministry of Agriculture, Fisheries and Food, Wellington House, Buckingham Gate, London SW1 (telephone: 799-6693, extensions 10 or 29).

Import arrangements

On and after October 1, 1973, the following goods may be imported into the UK from all sources (other than Southern Rhodesia) without restriction as to quantity under the authority of the Open General Import Licence, ie without the need for an individual import licence:

Tariff Heading	Description of Goods
ex 09.01	Coffee, whether or not roasted or freed of caffeine; coffee substitutes containing coffee in any proportion.
ex 21.02	Extracts, essences or concentrates, of coffee; preparations with a basis of extracts, essences or concentrates of coffee.

Certificates of Origin, etc

On and after October 1, 1973 imports of coffee from member countries of the International Coffee Agreement (ICA) (listed at Annex 1 of Notice to Importers No. 1335) will not be required to be accompanied by a valid certificate of origin, of re-export, of replacement, etc., as hitherto. It is expected, however, that all shipments from ICA members consigned before October 1 will be certified and importers are requested to continue to surrender certificates to HM Customs and Excise when presenting entries for coffee consigned before October 1 but imported after that date. This will enable the International Coffee Organisation to complete the statistical information for the current coffee year.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 23.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
15.02	Fats for industrial uses other than the manufacture of foodstuffs for human consumption	Tallow	December 31, 1973	14624
28.43	Cuprous cyanide	as in previous column	December 31, 1973	14641
29.15	Di-*n*-butyl phthalate	Dibutyl phthalate	December 31, 1973	14570
29.35	Lorazepam	7-Chloro-5-(O-chlorophenyl)-1,3-dihydro-3-hydroxy-2H-1,4-benzodiazepin-2-one	December 31, 1973	14571
69.09	Catalyst supports consisting of porous cordierite ceramic pieces of roughly circular or oval cross-section with parallel sides having an overall volume of not less than 240 millilitres and not more than 11,100 millilitres and having a minimum dimension of not less than 90 millimetres and a maximum dimension of not more than 480 millimetres having not less than 28 continuous channels per 100 square millimetres running parallel to the main axis of symmetry, the total Channel cross-section area being not less than 60 and not more than 80 per cent. of the whole cross-section area	Catalyst support material	December 31, 1973	12882
73.18	Spirally double welded steel line pipe in lengths of not less than 8.0 metres and not more than 16.0 metres with an outside diameter of (i) not less than 1216 millimetres and not more than 1222.4 millimetres and a wall thickness not less than 15.0 millimetres and not more than 17.5 millimetres (ii) not less than 1216 millimetres and not more than 1222.4 millimetres and a wall thickness not less than 12.0 millimetres and not more than 14.0 millimetres (iii) not less than 758.8 millimetres and not more than 765.2 millimetres and a wall thickness not less than 12.0 millimetres and not more than 14.0 millimetres containing not more than 0.20 per cent by weight of carbon, not more than 1.45 per cent by weight of manganese, not more than 0.04 per cent by weight of sulphur with a yield strength of not less than 36.6 Kg/mm² and not more than 56.2 Kg/mm² in a direction transverse to the pipe axis and a Charpy V notch value at minus 10°C of not less than 27 joule average with the specimen length orientated in a direction perpendicular to the spiral weld	Spirally double welded steel linepipe	December 31, 1973	14666

Hints to business men booklets

REVISED editions of the booklets on Jordan and Portugal, Madeira and the Azores, have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146), or to any Regional Office of the Department of Trade and Industry.

Removal of import duty on pulp of manila hemp

THE full rate of 5 per cent and EEC rate of 4 per cent of import duty on pulp of manila hemp (abaca) from tariff heading 47.01C is to be removed with effect from August 21, 1973. Imports from the Commonwealth and EFTA are free of duty.

Copies of the Order giving effect to this change, the Import Duties (General) (No. 6) Order 1973 (SI 1973 No. 1344) may be obtained from HM Stationery Office, 49 High Holborn, London, WC1 and branches (price 2p) or by post from HMSO, PO Box 569, London SE1 9NH (price 4½p).

Additional finance for Nicaraguan irrigation scheme

THE Export Credits Guarantee Department has guaranteed an additional loan of over £2 million made by National Westminster Bank Ltd. to Banco Nacional de Nicaragua to finance extensions of the Leon irrigation project. As a result of the extensions many small farmers are expected to benefit from the scheme.

In 1968 the Wright Rain English Electric Consortium signed a contract with Banco Nacional de Nicaragua for the irrigation of 15,000 hectares of farmland around Leon. National Westminster, again backed by ECGD, made a loan of £2.09 million available to help finance the scheme. The project has now been extended and the contract price increased to £5.5 million. The consortium expects to complete work on the project by 1976. The English Electric responsibility within the consortium has been delegated to GEC-Elliot Electrical Projects Ltd.

The National Westminster provided both loans on behalf of itself and Lloyds Bank Ltd. Repayment will be made over a seven-year period.

In five years Multico Company Ltd., Redhill, Surrey, has increased its exports of woodworking machines from 7 per cent to 35 per cent of production. During this period turnover increased by 70 per cent, leading to congestion in the factory because machines were not being moved through production stages quickly enough. So a Lansing Bagnall SOEP 2 stillage transporter was purchased. This single truck, as shown in the picture, is employed at every stage of production, from raw materials to finished product.

TARIFF & TRADE NOTICES

France

GLOBAL QUOTAS: The French *Journal Officiel*, July 24, 1973, announced the opening for the second half of 1973 of the following quotas for the importation of goods from all countries outside the Franc Zone and excluding Rhodesia.

Applications for import licences on form AC should be sent to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris CEDEX 09. Application forms must bear in the appropriate place the inscription 'Contingents globaux—Avis du 24 Juillet 1973 No. de Code '.

A PRODUCTS TO BE IMPORTED UNDER LICENCES FOR WHICH APPLICATIONS ARE EXAMINED AS AND WHEN RECEIVED

Quota code no.	Tariff no.	Product
0261	02.01 ex B II ex d (1)	Offal, of sheep
093	ex 07.01	Fresh vegetables not falling within quality standards and intended for industry
11	07.04 ex C	Dried, dehydrated or evaporated vegetables
101	08.01 ex B	Dried bananas
1385	13.03 B ex I	Dried pectic substances
113	Ex Chap. 20	Preparations of vegetables, fruit or other plants and parts of plants
DA	Miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangement
DPM	Miscellaneous (2)	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 AII, C, D, E, ex G, 81,04 K	Ferro-alloys, metals and scrap of non-ferrous metals
SMC	Miscellaneous (2)	Various products imported under the authority of the Service des Métaux, Minerais et Matériaux de Construction de la Direction des Mines
31	73.01 ex B	Charcoal iron
DMI	Miscellaneous (2)	Various products of the metallurgical industry other than ECSC products
424	Chap. 91	Clocks and watches and parts thereof
463	85.21 D ex E	Diodes, transistors and similar mounted devices incorporating semi-conductors, electronic micro-structures. Parts
DME	Miscellaneous (2)	Various mechanical and electrical equipment
47	Miscellaneous (2)	Various aeronautical equipment
48	89.01 BI, ex 89.02	Sea-going vessels and tugs
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous (2)	Raw materials for antibiotics, cortisones and miscellaneous steroids
533	32.05	Synthetic organic dyestuffs; synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo
54	Miscellaneous (2)	Miscellaneous parachemical products
56	Miscellaneous (2)	Miscellaneous glass manufactures
DICTD	Miscellaneous (2)	Various products under the authority of the Direction des industries chimiques, textiles et diverses

(1) Imports of the products listed under Code No. 0261 are reserved for importers who have contracts with FORMA (Fonds d'Orientation et de Régularisation des Marchés Agricoles).

(2) Importers must specify on their licence applications the customs tariff numbers of the goods. For quota DA they should refer to the notice of January 26, 1963, which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

B PRODUCTS TO BE IMPORTED BY ASSOCIATIONS OR SIMILAR ORGANISATIONS

Quota code no.	Tariff no.	Product
770	48.01A	Newsprint— Société Professionnelle des Papiers de Presse, 8 rue Villarceau, Paris, 16e

Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Write or phone the Specialists:

A. C. SHAW (EXPORT) SALES CO. LIMITED

127 Cheapside, London EC2V 6DH. Tel. 01-606 9417/8 8567 for by return delivery of

EEC & FTA Movement Certificates (Certificates of Origin)

Export (Certified) Invoices, Bills of Exchange and Sight Drafts

Publishers of: Shaw's Exporters' Guide & Shipping Department Bulletin only £5.50 p.a.

Export Procedure and Documentation—only 40p post paid.

FRANCE
continued

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel*, July 19, 1973, announced that the following names should be deleted from the list of abattoirs in Britain inspected and approved by the competent authorities:

Name and address	Approval no.
T. Walls and Sons, Willesden, London	EWS 7
A. G. Hedges Ltd., Abingdon, Berks	EWS 77

The following concern has changed name:

Moss Waltham and Co. Ltd. is now Wellingborough Wholesale Meat Co., Wellingborough, Northants	EWS 15

Inquiries should be addressed to the Ministry of Agriculture, Fisheries and Food, Animal Health Division, IV B, Government Offices, Block E, Leatherhead Road, Chessington, Surrey KT9 2LT (tel. 01-397 5266 ext. 2685).

Italy

MEASURES AGAINST INFLATION—PRICE CONTROL: Five Italian decrees nos. 424-428 of July 24, 1973, introduce new measures to combat inflation, several of which will affect a wide range of exports to Italy.

The measures impose a three-month standstill on prices of food items (such as meat, butter, cheese, etc.) and on other consumer goods (eg soap, detergents, etc.) as they were on July 16.

Decree 427 provides that concerns which produced, distributed or supplied goods and services to a value of more than 5,000 million lire (approximately £3.5 million) in the first six months of 1973 must, within 30 days, deposit with C.I.P. (Interministerial Price Committee) a list of prices which were in effect on June 28 last. Concerns whose prices are already subject to control by other means, as well as Banks, are excluded. Any variations from these prices must be notified 60 days in advance and may be prohibited by C.I.P. or changed by agreement. This control will last until June 30, 1974.

Further details will be published in *Trade and Industry* as soon as possible after appearance of the full text of the decrees in the Italian *Official Gazette*. **EDB ext. 466/467/482**

Denmark

FOOD REGULATIONS: A new Food Law has been introduced in Denmark. Further information will be published as soon as possible. **EDB ext. 7174/408**

Exports to EFTA countries—claims for preferential tariffs

BRITISH exporters should note that claims for preferential tariff treatment for goods exported to the EFTA countries (Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland) must be supported by the correct documentation prescribed in the Free Trade Agreements concluded between these countries and the enlarged EEC. *In no circumstances should EFTA forms and declarations be used.*

Details of documentation and procedure are set out in Customs Notice 810 which may be obtained free of charge from any United Kingdom custom house or office of a Collector of Customs and Excise, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, to whom inquiries should be addressed (tel. 01-626 1515 ext. 2142/2385/2504).

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page. *See announcement on page 306.*

Spain

GLOBAL QUOTAS—SPECIAL VEHICLES, RADIO AND TV RECEIVERS: The Spanish global quotas for 1973 were published in *Trade and Industry*, February 15, 1973, page 318. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1973.

Quota no.	Tariff no.	Description	Value of licence for which applications are invited (pesetas)
45	87.02.B.2	Special vehicles for transporting sands, rocks and minerals	50% of annual quota
41	85.15.A	Radio and TV receivers	50% of annual quota

Application should be presented for the above quotas not later than 30 days from the date of publication in the *State Gazette*, July 27, 1973. **EDB ext. 462/471/472/473**

Portugal

IMPORT LICENSING: Decree Law 158/73 of April 10, 1973, published in *Diario do Governo* No. 85, exempted from prior registration unaccompanied baggage and imports, exports and re-exports of goods of a value not exceeding 25,000 escudos. Payment in respect of import, export or re-export operations must be made within 180 days from the date of clearance of the goods. Prior registration forms are valid for 180 days from their date of issue. **EDB ext. 460/461**

SODIUM CHLORATE FOR PAPER PULP MANUFACTURE —DUTY EXEMPTION: Portuguese *Diario do Governo*, First Series, No. 114, May 15, 1973, published Decree Law 237/73, which authorised the exemption from import duty of sodium chlorate imported during the period April 1, 1970 to February 3, 1972, and used in the manufacture of paper pulp. This exemption applies only to sodium chlorate on which duty has already been deposited. No further information is available. **EDB ext. 460/461**

SUGAR—DRAWBACK OF IMPORT DUTY: Portuguese *Diario do Governo*, First Series, No. 155, July 4, 1973, published Order 459/73 authorising, until April 30, 1974, the import under drawback of raw sugar intended for the production of granulated sugar. For each 100 kg of granulated sugar exported, the duty on the import of 106.5 kg of raw sugar will be refunded, provided the refined sugar is exported no later than six months after the end of the agricultural year concerned. **EDB ext. 460/461**

Malta

IMPORT DUTIES—DRAWBACK ON EXPORTED CONTAINERS: The Malta *Government Gazette*, July 6, 1973, published Legal Notice 76 of 1973, which provides regulations on the drawback of import duties on containers made of blockboard, 'improved wood' in sheets, hardboard, plywood, laminboard, battenboard, and reconstituted wood. The order, which came into force on July 6, 1973, will remain valid for 12 months. It covers the keeping of records by manufacturers and customs control over the packing of containers. **EDB ext. 471/472/473/462**

MINIMUM STANDARDS—PAINTS: The Malta *Government Gazette*, June 12, 1973, published details of an Act which came into force on July 18 setting the minimum quality standards for ready-mixed gloss enamel paint. Specifications cover characteristics of the paint and the containers, and labelling. **EDB ext. 471/472/473/462**

Cyprus

PREFERENTIAL TRADE WITH CYPRUS—EXPORT DOCUMENTATION: There are two preferential systems available for goods exported to Cyprus—Commonwealth Preference, and the new EEC/Cyprus Preference which commenced on June 1, 1973 (see Customs Notice 819 and *Trade and Industry* of May 17, 1973, page 300). However, these are alternatives and there is no need to send both the Commonwealth Preference certificate *and* the EEC Preference movement certificate ACY1 (or the postal form ACY2 if applicable) for the same goods to importers in Cyprus.

In most cases the importer in Cyprus should tell the exporter which Preference, Commonwealth or EEC, he intends to claim. In this respect, Commonwealth Preference rates of duty will be more favourable than those available under EEC Preference arrangements for the great majority of goods exported to Cyprus during 1973, and provided such goods satisfy the Commonwealth Preference origin conditions, it is only necessary to send the appropriate Commonwealth Preference documentation.

If, however, the goods would exceptionally benefit from a lower rate of duty under the EEC Preference arrangements, or if they do not qualify for Commonwealth Preference, and if the goods satisfy the conditions of entitlement in Customs Notice 819, either a movement certificate ACY1 endorsed by Customs, or a postal form ACY2, should be sent to the importer.

EDB ext. 471/472/473

Israel

IMPORT LIBERALISATION LIST AMENDMENTS: The Israeli authorities have issued the following amendments to the Free Imports Order:

Item no.	
29.02 1090	After Iodomethane shall be added: Perchlor ethylene Trichlor ethylene
39.02.5000	At the end of this item add: 'Excluding reflector strips for vehicles and for road traffic signs'
68.14.2000	Only this section of item 68.14 is now included in the Liberalisation List, ie 'special for vehicles and appliances falling under Section XVI of the Customs Tariff'
70.09	At the end of this item shall be added: 'Excluding mirrors, unframed, of the kind used in motor vehicles'
90.13.5090	This item is renumbered 90.13.5000 and the words 'excluding unframed' are added at the end.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax order which affect the following items:

Mats of coconut palm rope, for claening shoes.
Frames for pictures or mirrors.
Vacuum cleaners or floor polishers, electrically operated, weighing each without the interchangeable parts up to 20 kg; detachable accessories for vacuum cleaners or floor polishers or operated by them.
Electric shoe or tooth brushes; devices for rinsing and massaging the cavity of the mouth; electric hair driers or curlers; appliances and parts thereof for beauty parlours or body developing institutes.
Electric tension convertor used with radio receivers, sound receivers, sound producers and similar apparatus.
Wedding rings, not set, of a weight not exceeding 5 gm.
Radio-telephonic transmission and reception apparatus classified under Israel tariff items 85.15.1010 or 85.15.1020.
Central heating units and elements of iron or steel (by means of hot water current).
Dried fruit, fruit jams; other fruit preserves.
Sensitised articles, exposed or unexposed, but not developed.
Microphones; stands therefor; loud speakers; audio frequency amplifiers; sound amplifier sets; cabinets or containers for such articles.
Radio receivers (other than for motor vehicles or for paging persons); sound recorders; sound reproducers; gramophones; radio; wire or tape recorders.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

MODULAR SYSTEM FOR BUILDINGS: Further to the notice in *Trade and Industry*, February 15, 1973, on the Modular Co-ordination Law 1972, the Israeli authorities have now issued some regulations on planning and construction of buildings according to the modular system. Details of these regulations are available.

EDB ext. 420/475

Jordan

TARIFF AMENDMENTS — BASKETWARE, ALUMINIUM FOIL: The Jordanian *Official Gazette* No. 2427, June 25, 1973, carried the following amendments to the customs tariff:

Tariff no.	Description	Unit	Rate
46/3	Basketware, wickerware, and other articles of plaiting:		
	b Synthetic fibre bags (filters) for oil presses	*ad val*	Free
	c Others	*ad val*	38%
76/4	Aluminium foil:		
	a For bottle capping industry	*ad val*	Free
	b Others	*ad val*	8%

EDB ext. 420/475

GAMING MACHINES: The Jordanian *Official Gazette* No. 2430, July 3, 1973, published a Defence Order (effective immediately) which closed all billiard and flipper (pin table) premises, and required the owners to dispose of the machines outside Jordan within one month. This order, coupled with the existing restrictions on imports, makes it virtually impossible for firms to market this type of equipment in Jordan. **EDB ext. 420/475**

Iran

INFLAMMABLE AND EXPLOSIVE CARGO: The Iranian customs authorities have instructed all frontier customs not to forward inflammable or explosive cargo to Tehran customs but to insist on clearance from customs at the frontier, pending construction of a special warehouse in Tehran. The period involved is unknown at present. No further information is available.

EDB ext. 420/475

India

METRIC WEIGHTS AND MEASURES: Although the metric system of weights and measures has for some years been the only legal system of measurement in India, difficulties have arisen as a result of parallel use of both metric and imperial systems. The Indian Director of Weights and Measures has therefore expressed the hope that UK firms will make all possible efforts to use the metric system for purposes of trading with, or operating in, India.

CRE ext. 2277

Malaysia

IMPORT CONTROL—BICYCLE CHAINS: The Malaysian *Government Gazette* has published the following amendment to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973: The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 2) Order 1973 amends the First Schedule to the above order by substituting for the words 'transmission chains for pedal cycles, of not more than 114 links', appearing in column 2, heading number 73.29.100, the words 'transmission chains for pedal cycles'. The First Schedule refers to goods prohibited from import into any part of the Federation of Malaysia without an import licence.

EDB ext. 469/468/401

Singapore

CHICKEN ESSENCE—REMOVAL OF IMPORT QUOTA AND LICENSING: The import of chicken essence is no longer subject to quota restriction or licensing, states Singapore I and E Notice 8/73 of July 6, 1973. However, the import of all goods originating in or consigned from the following countries continues to be subject to special import licensing: Albania, Cuba, Czechoslovakia, East Germany, North Vietnam, People's Republic of China and People's Republic of Mongolia. Letters of credit for the importation of goods under special licensing must not be established nor orders placed for them before the licences are issued by the Imports and Exports Office, 2nd Floor, Fullerton Building, Singapore. **EDB ext. 401/469/468**

(continued on next page)

SINGAPORE
continued

PROHIBITION ON EXPORT OF IMPORTED CIGARETTES: The Singapore *Government Gazette* has published the Customs (Prohibition on Export of Imported Cigarettes) Notification 1973 which took effect on June 1, 1973.

Export from Singapore of all brands of imported dutiable cigarettes which are also manufactured locally is prohibited except where the exportation is made in the ratio of three locally manufactured cigarettes to every imported stick of cigarette.

The notice does not apply to cigarettes which are in transhipment via Singapore, or to air and sea stores.

This notification reinstates the prohibition announced in *Trade and Industry*, May 31, 1973, and nullifies the revocation reported in the June 21 issue (see also Export Intelligence Service notices 316 of April 10 and 502 of June 14). **EDB ext. 401/468/469**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Australia

TARIFF BOARD (DUMPING) INQUIRY ON CHOPPED STRAND MAT OF GLASS FIBRE: In view of evidence received in its inquiry on glass and glassware, the Tariff Board will, pursuant to Section 17 of the Tariff Board Act 1921-72, hold a public inquiry into the following questions arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961-65:

a Whether chopped strand mat of glass fibre has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
b Whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry producing or manufacturing like or directly competitive goods; and
c If the answers to questions (a) and (b) are in the affirmative, from what date should dumping duties be levied.

The public hearing will be on September 3, 1973, at the Public Hearing Room, 6th Floor, 200 Little Collins Street, Melbourne. Copies of evidence which witnesses intend to submit should be lodged with the Board's Secretary not later than August 20.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.
Ref. CRE 1088/73 **CRE ext. 2318/2319**

AUSTRALIAN CONTENT OF TELEVISION PROGRAMMES: The Australian Broadcasting Control Board is to introduce on August 19 a new television content requirement aimed at increasing the amount of Australian material in programmes *generally*. The scheme will be based on a points system, which will replace the present requirement for 50 per cent Australian content of overall transmission time and peak-hour viewing. The existing requirements for Australian drama content and children's programmes will be retained but will count towards the total number of points, which in each 28-day statistical period must equal the total transmission time for that period.

The advantages of the scheme are said to be more flexibility and freedom of choice in arranging programmes to achieve the required Australian content. The scheme will be reviewed after six months of operation. Copies of the Control Board's proposals explaining the points system are available.
Ref. CRE 26862/9 **CRE ext. 2318/2319**

New Zealand

CUSTOMS TARIFF INQUIRY—LOCKS ETC.: Following receipt by the Minister of Customs of a report from the Emergency Protection Authority concerning temporary protection for the New Zealand industry producing cylinder rim night latches, the Minister informed the Board, in a letter dated July 12, 1973, that the Authority had concluded that urgent action was necessary to protect the local industry, and consequently had recommended that the Tariff be amended by creating a new sub-heading for cylinder rim night latches, with provision for Ministerial approval of types not available from local manufacture, and with a temporary additional duty applied to the substantive item, being 75 per cent of the amount by which the cif value is less than $3.20 per article. The New Zealand Government had accepted the Authority's recommendation and the change in the rate of duty was effected on July 13, 1973.

In accordance with the provisions of the Tariff and Development Board Act, the Minister has requested the Board to undertake an inquiry and report on what permanent form of protection, if any, is considered necessary to protect the New Zealand industry in relation to the importation of the goods covered by Tariff items 83.01.001, 83.01.009, 83.01.011, 83.01.012, 83.01.013, 83.01.018, 83.01.029 and 83.01.039. The Board's terms of reference have been widened to include all the goods of Tariff heading 83.01 on the grounds that there is a degree of substitutability between cylinder rim night latches and other types of locks and because of the general relationship between the various items included in the heading. The Minister also considered that it would be best to include the whole Tariff heading so that any necessary restructuring of the Tariff could be undertaken having regard to the total effect on all the related goods.

For the purposes of taking evidence the Tariff and Development Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, October 30, 1973, commencing at 10.30 a.m.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statements of May 7, 1973 by the Minister of Overseas Trade about the phasing out of British preferences from the New Zealand Tariff, and by the Minister of Trade and Industry about the interim New Zealand-Australia Trade Agreement 1973. Copies of these statements can be obtained from the Tariff and Development Board. In a letter dated April 6, 1973 the Minister of Trade and Industry indicated that, while Government has asked the Board to consider the question of a single tariff rate, for trade policy reasons the Board's recommendations on this aspect will not necessarily be made public for the time being.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. F. E. Beaufort, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, no later than Tuesday, October 9, 1973. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are

urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706, and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

SCHEDULE

Number	Description	Rates of duty BP	MFN	GEN
83.01	Locks and padlocks (key, combination or electrically operated), and parts thereof, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts of such frames, of base metal; keys for any of the foregoing articles, of base metal:			
	Locks and padlocks and parts thereof:			
	Mortice locks and mortice locking latches and parts thereof:			
83.01.001	Incorporating disc or pin tumbler cylinder mechanisms; parts thereof, but excluding trim or cover plates and handles or knobs, other than handles or knobs operating or incorporating locking or lock latching mechanisms	Free	20%	45%
83.01.009	Other	27½%	60%	65%
	Cylinder rim night latches:			
•83.01.011	As may be approved by the Minister and under such conditions as he may prescribe	Free	20%	45%
•83.01.012	Other	Free†	20%†	45%†
•83.01.013	Parts	Free	20%	45%
•83.01.018	Other kinds	Free	20%	45%
83.01.029	Frames incorporating locks, for handbags, trunks or the like, and parts of such frames	Free	10%	12½%
83.01.039	Keys	Free	20% DC 10%	45%

† Plus 75% of the amount by which the cif value is less than $3.20 per article.
• Tariff items created with effect from July 13, 1973, pursuant to EPA recommendations

Ref. CRE 1195/72 **CRE ext. 2321**

TARIFF AND DEVELOPMENT BOARD REPORT—PACKAGING MACHINERY: Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
84.19.059	Packaging machinery

Ref. CRE 1162/72 **CRE ext. 2321**

Japan

AGREEMENT ON ARBITRATION PROCEDURE: The London Court of Arbitration and the London Chamber of Commerce and Industry have reached an agreement with the Japan Commercial Arbitration Association. They recommend that enterprises engaged in economic transactions between the United Kingdom and Japan should insert the following arbitration clause in their contracts:

'All disputes that may arise under or in relation to this contract shall be submitted to arbitration under the rules in force at the date of this contract of (a) the London Court of Arbitration if the arbitration is to be held in the United Kingdom or (b) the Japan Commercial Arbitration Association if the arbitration is to be held in Japan.

'If the place of arbitration is not so designated by the parties or is not agreed by them within 28 days from the date on which a demand for arbitration is received by the Court or the Association from either party, the place of arbitration shall be the country of the Respondents: Provided that the Court and the Association may agree, on the application of either party to the Court or the Association, that the place of arbitration shall be the country of the Claimants, such agreement between the Court and the Association being binding upon both parties. Failing such agreement between the Court and the Association within 28 days from the date of the said application, the place of arbitration shall be the country of the Respondents.'

Further details are available from Mr. H. F. Hoare, Registrar, London Court of Arbitration, 69 Cannon Street, London EC4N 5AB (tel. 01-248 4444).

Jamaica

EXPORT INDUSTRY ENCOURAGEMENT LAW—PLATES AND GARMENTS OF FUR: Plates and garments of fur have been declared 'approved products' under the Export Industry Encouragement Law 1956. A notice that consideration was being given to designate these products appeared in *Trade and Industry*, July 19, 1973, page 124. Applications for the status of 'approved product and 'approved manufacture' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 3572**

Trindad and Tobago

AID TO PIONEER INDUSTRIES ORDINANCE—CERAMIC AGGREGATE: Manufacture of ceramic aggregate has been declared a 'pioneer product' under Trinidad and Tobago's Aid to Pioneer Industries Ordinance 1950. Applications for 'pioneer' status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Section, PO Box 778, Port of Spain, Trinidad. **CRE ext. 3572**

Surinam

TARIFF CHANGES: The official Dutch text has been received of legislation introduced by the Surinam Government increasing import duty on about 80 catagories of goods (see *Trade and Industry*, May 17, 1973, page 229). Surinam customs tariff headings affected by the changes—which took effect on April 16, 1973—are as follows:

20.03	83.14	87.02
22.03 to 22.06 inclusive	84.05 to 84.07 inclusive	89.01
24.02	84.11	90.01
27.03	84.17	90.04 to 90.06 inclusive
27.06	84.19	90.15
27.07	84.20	92.01 to 92.05 inclusive
27.09	85.05	94.01
37.01 to 37.03 inclusive	85.06	94.03
82.05 to 82.09 inclusive	85.08	98.13
83.04	85.09	
83.05	85.11 to 85.13 inclusive	

(*continued on next page*)

BAHAMAS

Nassau and Paradise Island Tourist News. Monthly; circulation 312,000 p.a. Tabloid (16¼in. × 11in.); web offset. Type area 15in. × 9¾in.; 6 cols.; screen 100. Rates: per s.c.i. B. $10·00; Pg. B. $900; ½ pg. B. $480; colour pg. B. $4,368; spot colour pg. B. $3,244·80. (Rates Aug. 1971).

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SURINAM
continued

The Surinam customs tariff is based on a condensed form of the Brussels Nomenclature and a commodity may therefore be classified under a different tariff heading from that of a tariff based on the whole Brussels Nomenclature, for example the United Kingdom customs tariff. **EDB ext. 288/466/467**

Brazil

FOREIGN LOANS: On July 19 the Brazilian National Monetary Council imposed further restrictions on the contracting of foreign loans by Brazilian borrowers, raising the minimum period for repayment to 10 years for loans liable to withholding tax and to 12 years on loans for which exemption from withholding tax (previously eligible over 10 years) has been granted. **CRE ext. 2293**

Bolivia

TARIFF AMENDMENTS: A decree of the Bolivian Government alters the customs duty on the goods below to the rate shown:

Tariff no.		Unit	Specific duty $B	Additional duty cif
73.13.1.01	Hot-rolled or cold-rolled sheets and plates of a thickness of 3 mm or less			6%
73.13.1.02	As 1.01 but over 3 mm			6%
73.13.2.02	Galvanised sheets and plates	kg	1.20	6%
79.01.1.01	Unwrought, unalloyed zinc			6%

Supreme decree 10706 alters the heading descriptions and tariff rates of tariff numbers 19.02, 21.05 and 21.07 and Chapter 30 (pharmaceutical products) in the Bolivian tariff.

EDB ext. 474/476/7312

Colombia

TARIFF AMENDMENTS: The Colombian authorities have introduced amendments to the customs tariff as follows:

Tariff no.	Description	Rate
Decree 645 amends the following tariff headings:		
21.07.F.I	Dietetic preparations for infants, milk-based	40%
21.07.F.III	Hydrolised vegetable protein	60%
Decree 475 amends the breakdown of tariff number 70.06 as follows:		
70.06.A.I	Plain athermic glass, unwired	80%
70.06.A.II	Other athermic glass	80%
70.06.B.I	Other plain unwired glass, with thickness of up to 6 mm	40%
70.06.B.II	Other glass with a thickness of up to 6 mm	80%
70.06.C.I	Other plain unwired glass, with a thickness greater than 6 mm	40%
70.06.C.II	Other glass with a thickness greater than 6 mm	80%
Decree 818 amends the breakdown of tariff number 90.19 as follows:		
90.19.A	Orthopaedic appliances	5%
90.19.B	Splints and other fracture appliances	30%
90.19.C	Artificial limbs, eyes, teeth and other artificial parts of the body:	
	I Artificial teeth	30%
	II Other	30%
90.19.D	Deaf aids	35%
90.19.E	Other	
	I Pacemakers and artificial heart valves	2%
	II Other	30%

EDB ext. 474/476/7312

PROHIBITION LIFTED: Resolution 018 of the Colombian External Trade Directive Council removes a large number of goods from the Prohibited List and places them on the previous Import Licence List. The following tariff numbers are partly or wholly affected:

01.02	01.03	01.05	01.06	02.01	02.02	02.03	02.04	02.05	02.06
03.01	03.03	04.01	04.02	04.03	04.04	04.05	04.06	05.01	05.08
05.09	05.10	05.11	05.12	05.15	06.03	06.04	07.01	07.02	07.03
07.05	07.06	08.01	08.02	08.03	08.04	08.05	08.06	08.07	08.08
08.09	08.10	08.11	08.12	08.13	09.01	09.02	09.03	09.04	09.05
09.06	10.05	10.06	11.01	11.02	11.03	11.04	11.05	11.06	11.08
11.09	12.01	12.02	12.04	12.05	12.08	12.09	12.10	13.02	14.01
14.04	14.05	15.02	15.03	15.06	15.07	15.08	15.12	15.13	15.15
15.16	15.17	16.01	16.02	16.03	16.05	17.01	17.04	17.05	18.01
18.02	18.03	18.04	18.05	18.06	19.02	19.03	19.04	19.05	19.06
19.08	20.01	20.02	20.03	20.04	20.05	20.06	20.07	21.01	21.02
21.03	21.05	21.06							

Resolution 025 of the Colombian External Trade Directive Council removes a small number of items from the Prohibited List and places them on the Previous Import Licence List. The following tariff numbers are partly or wholly affected:

39.07	56.07	60.05	71.12

EDB ext. 474/476/7312

PRIOR IMPORT DEPOSITS: Colombian Decree 1121 of June 14, 1973, suspended the prior import deposit system introduced by Decree Law 444 of 1967. In place of that system the Monetary Board through Resolutions 21 (see *Trade and Industry*, July 5, 1973, page 22) and 30 (1973) has introduced a scheme whereby the importer has to deposit with the Bank of the Republic a sum in local currency equal to a set minimum percentage of the value on the Import Registration. This deposit must be made before the importer requests an import licence and a receipt from the Bank must accompany such requests. Once the deposit has been made the importer is able to obtain the necessary exchange permit when the goods have been cleared through customs.

The rate of deposit is as follows:

10 per cent on goods exempted from prior deposit under DL 444 and amendments.

11 per cent on goods subject to an old prior deposit of 1 per cent.

16 per cent on goods subject to an old prior deposit of 5 per cent.

21 per cent on all other goods, except those exempted from this new deposit by Resolution 21 mentioned above.

EDB ext. 474/476/7312

Ecuador

DUTY REDUCED—Certain unrefined vegetable oils: From June 26, 1973, Ecuadorean Supreme Decree 754 reduces the duty on certain vegetable oils, and adopts a programme for the subsequent increase in the duty on these oils in yearly stages. The oils affected are:

Tariff no.	Description
15.07.01.01	Unrefined soya oil
15.07.02.01	Unrefined cotton oil
15.07.03.01	Unrefined groundnut oil
15.07.05.01	Unrefined sunflower oil
15.07.06.01	Unrefined colza oil
15.07.09.01	Unrefined palm oil
15.07.10.01	Unrefined copra oil
15.07.11.01	Unrefined palm kernel oil
15.07.89.07	Unrefined babassu oil

The programme for increasing the newly reduced duty is as follows

From the date of this decree until June 30, 1974 the duty is 2 per cent *ad val* cif

From July 1, 1974 until June 30, 1975 the duty will be 8 per cent *ad val* cif.

From July 1, 1975 until June 30, 1976 the duty will be 15 per cent *ad val* cif.

From July 1, 1976 until June 30, 1977 the duty will be 20 per cent *ad val* cif.

From July 1, 1977 the duty will be 25 per cent *ad val* cif.

Denatured bovine fat: Supreme Decree 755 reduces the duty on the following item in the Ecuadorean tariff:

Tariff no.	Description	Duty *ad val* cif
15.02.01.01	Denatured bovine fat, unsuitable for food	15%

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Peruvian Directoral Resolution 1077-73-IC/DGI/DIEM adds some goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity.

The following tariff numbers are wholly or partly affected: 39.07, 40.14, 74.15, 82.02, 82.03, 85.14, 87.05, 87.06.

EDB ext. 474/476/7312

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities*, as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as the requirements of the other Member States of the EEC are concerned, is available from Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Where relevant, inquirers are requested to specify the country and commodity of interest and, if possible, the Brussels Nomenclature tariff classification. Other information may be obtained from the reference points at the end of items.

EEC Information Unit

The DTI's EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The Unit's address is: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 2377, 2479, 2480 or 3579 for questions on EEC matters.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 1957/73 amending Regulation (EEC) 1463/73 laying down detailed rules for the application of 'monetary' compensatory amounts. (*Official Journal* L200, July 20, 1973)

Cattlemeat, beef and veal. Regulation (EEC) 1925/73 on levies on imports of adult bovine animals and beef from Yugoslavia. (*Official Journal* L199, July 19, 1973)

Regulation (EEC) 1969/73 laying down the provisions on the repealing of the suspension of the import charges and the compensatory amounts for beef and veal. (*Official Journal* L201, July 21, 1973)

Processed agricultural products. Regulation (EEC) 1858/73 adjusting the compensatory amounts and variable components applicable during the second quarter of 1973 on importation of goods covered by Regulation (EEC) 1059/69 and containing milk or milk products. (*Official Journal* L190, July 12, 1973)

Regulation (EEC) 1931/73 extending the term of validity of Regulation (EEC) 1267/69 laying down special provisions applicable to imports into the Community from Greece of goods coming under Regulation (EEC) 1059/69. (*Official Journal* L199, July 19, 1973)

Cereals. Regulation (EEC) 1927/73 determining for the 1973/74 marketing year the principal marketing centres for cereals and the derived intervention prices applicable at those centres and the single intervention price for maize, for durum wheat and for rye respectively. (*Official Journal* L199, July 19, 1973)

Regulation (EEC) 1964/73 fixing the threshold prices for cereals for the 1973/74 marketing year. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 1965/73 fixing the aid for the production of durum wheat for the 1973/74 marketing year. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 1966/73 fixing, for the 1973/74 marketing year, the monthly price increases for cereals and wheat or rye flour, groats and meal. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 1967/73 amending Regulation (EEC) 229/73 as regards the 'accession' compensatory amounts and coefficients to be applied thereto for cereals. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 1968/73 laying down general rules to be applied in the event of the cereals market being disturbed. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 2006/73 fixing the threshold prices for certain classes of flour, groats and meal for the 1973/74 marketing year. (*Official Journal* L205, July 26, 1973)

Sugar. Regulation (EEC) 1928/73 amending Regulation 1009/67/EEC on the common organisation of the market in sugar. (*Official Journal* L199, July 19, 1973)

Regulation (EEC) 1940/73 amending Regulation (EEC) 2637/70 in respect of the period of validity of licences for the exports of white sugar in small consignments. (*Official Journal* L199, July 19, 1973)

Regulation (EEC) 2008/73 fixing the basic amount of the import levy on syrups and certain other sugar products. (*Official Journal* L205, July 26, 1973)

Wines. Regulation (EEC) 1929/73 making a third amendment to Regulation (EEC) 1093/70 concerning the addition of alcohol to products originating in the Community in the wine sector. (*Official Journal* L199, July 19, 1973)

Regulation (EEC) 1930/73 laying down, for the 1973/74 wine-growing year, the price to be paid for alcohol delivered to intervention agencies under the obligation to distil the by-products of wine making, and the amount of the contribution towards this price by the Guarantee Section of the European Agricultural Guidance and Guarantee Fund. (*Official Journal* L199, July 19, 1973)

Rice. Regulation (EEC) 1962/73 determining for the 1973/74 marketing year the threshold prices for husked rice and broken rice and the protective amount to be included in the threshold price for milled rice. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 1963/73 fixing for the 1973/74 marketing year the monthly price increases for paddy and husked rice. (*Official Journal* L201, July 21, 1973)

Regulation (EEC) 2004/73 amending Regulation (EEC) 1405/73 laying down the safeguard measures applicable to the export of rice and broken rice from the Community. (*Official Journal* L205, July 26, 1973)

Oils, fats and oilseeds. Regulation (EEC) 1986/73 on export licences for oil seeds and oil-cake. (*Official Journal* L204, July 25, 1973)

Regulation (EEC) 1993/73 on detailed rules for the application of the system of export licences for oil seeds and oil-cake. (*Official Journal* L204, July 25, 1973)

Regulation (EEC) 1994/73 supplementing Regulation (EEC) 205/73 on communications between Member States and the Commission concerning oils and fats. (*Official Journal* L204, July 25, 1973)

Fruit and vegetables. Regulation (EEC) 2003/73 establishing the standard average values for the valuation of imported citrus fruits. (*Official Journal* L205, July 26, 1973)

Tobacco. Regulation (EEC) 2007/73 on detailed rules for the application of Article 4b of Regulation (EEC) 974/71 to raw tobacco. (*Official Journal* L205, July 26, 1973)

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* L185, July 7, 1973, contains the text of the following Regulations:

Regulation (EEC) 1831/73 providing for licences for the import of cotton yarn into the United Kingdom originating in and coming from non-member countries.

Regulation (EEC) 1832/73 establishing a system of permits

(continued on next page)

covering the import of yarn of jute from non-member countries into the United Kingdom.

Further information: Department of Trade and Industry, Tariff Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6JS (tel. 01-222 7877 ext. 2491).

The *Official Journal of the European Communities* L204, July 25, 1973, contains the text of the following Decisions:

Decision 73/205/EEC authorising Belgium, Luxembourg, and the Netherlands not to apply Community treatment to men's and boys' shirts, of cotton falling within heading No. ex 61.03 of the Common Customs Tariff, originating in Hungary and in free circulation in the United Kingdom.

Decision 73/206/EEC authorising Italy not to apply Community treatment to radio-receivers, whether or not combined with a sound recorder or reproducer, and parts, and to cathode-ray tubes for television sets falling within heading No. 85.15 A III and C and 85.21 A III of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States.

Decision 73/207/EEC authorising France not to apply Community treatment to dehydrated garlic falling within heading No. 07.04 ex B of the Common Customs Tariff originating in China and in free circulation in the other Member States.

CUSTOMS DUTIES OF A FISCAL NATURE: The *Official Journal of the European Communities* L197, July 17, 1973, contains the text of the following Decisions:

Decision 73/199/EEC authorising the United Kingdom to retain the customs duties of a fiscal nature or the fiscal element of these duties on certain products until December 31, 1975 (for tobacco, until December 31, 1977).

Decision 73/200/EEC authorising Ireland to retain the customs duties of a fiscal nature or the fiscal element of these duties on certain products until December 31, 1975.

Further information: Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE (tel. 01-626 1515 ext. 2270).

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen, reprinted from 'Trade and Industry'.

'Britain and the EEC' is a continuing series and further articles have appeared in 'Trade and Industry' since the collected edition was published in revised form in September 1972. These are:

Company law provisions of the European Communities Act.

Europe for small firms: the first impact.

Anti-dumping and the EEC.

Fair competition in the EEC: notification of restrictive agreements.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries have geared themselves for the enlarged European Community.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591.

Secondary legislation of the European Communities

Subject index and numerical list, 1952 to 1972

THE first authenticated English texts of the secondary legislation of the European Communities were published in Brussels during 1972/73 in a series of Special Editions of the *Official Journal of the European Communities*. These Special Editions contain only those instruments still in force at December 31, 1972, and they reproduce in English the original texts as they first appeared in the Official Journal. The volumes are arranged in chronological order of first publication of the instruments.

To make this series of volumes fully accessible, the Department of Trade and Industry Library Services has now prepared a *Subject Index and Numerical List* to the Special Editions which were published on August 7 by Her Majesty's Stationery Office. The legislation is indexed in depth, and subject entries are made for individual paragraphs of the longer and more complex instruments. The *Numerical List* gives details of the later instruments (up to December 31, 1972) which amend the earlier ones.

The *Subject Index* has a valuable Introduction which gives, for the first time, a full description of the various types of Community secondary legislation which exist, describes the status of the Special Editions, and gives full details of the different methods of numbering the many types of such legislation which have appeared over the last 20 years. There is also a full list of the Special Editions which shows how they should be referred to.

New 43-volume subject edition

From the Autumn of 1973, HMSO will publish an edition of the authentic texts of the legislation re-arranged in a *Subject Edition*. This edition will comprise 41 volumes each covering all the instruments from 1952 to 1972 on a single subject. Volumes 1-13 will cover non-agricultural subjects, and volumes 14 to 41 will cover agricultural subjects. Volume 42 (which will be among the first batch of volumes to be published) will be a new edition of the *Subject Index*, re-edited to show in which of the 41 volumes any particular instrument or subject is to be found. Volume 43 will be a re-edited *Numerical List* which will also refer to the volumes of the *Subject Edition*. Each of the 43 volumes will be available for sale separately.

The *Subject Edition* will give at the beginning of each instrument a reference to any later instrument (issued up to December 31, 1972) which amends it. The texts of all adaptations to the original texts which were agreed during the negotiations for entry and were published in the Act of Accession will be reprinted at the end of each instrument.

Secondary Legislation of the European Communities, 1952 to 1972. SUBJECT INDEX AND NUMERICAL LIST. 1973. HMSO. 94 pages. Price £1.20 NET (by post £1.27½).

Secondary Legislation of the European Communities, 1952 to 1972. SUBJECT EDITION. 43 volumes. Various prices (Total price approx. £50) (postage extra).

Vols.	1-13	General subjects.
Vols.	14-41	Agricultural subjects.
Vol.	42	Subject Index.
Vol.	43	Numerical List.

(List of volumes available on application).

Symposium on developments of gas markets in Europe

THE Government of Yugoslavia has invited member countries of the Economic Commission for Europe to take part in a Symposium to be organised in co-operation with the International Gas Union, on Developments of Gas Markets in Europe and their Supply Possibilities up to 1985. This Symposium will be held at Belgrade from May 27-30, 1974 and will be followed by a study tour.

Papers may be submitted on the undermentioned subjects:

(a) Markets for gas in the domestic and commercial sectors
(b) Markets for gas in the industrial sectors
(c) Resources and availabilities of natural gas and its substitutes
(d) Developments of gas transport by pipeline, methane tankers in the form of LNG and in other forms.

Registration forms for authors must be completed by September 14. Texts of papers are required by November 15 and registration forms for participants by February 15, 1974.

Details (including copies of registration forms) may be obtained from Gas Division, DTI, Thames House South, Millbank, London SW1P 4QJ. (tel. 01-222 7000 ext. 1390).

The Fair Trading Act

by Elizabeth Llewellyn Smith, Assistant Secretary, Department of Trade and Industry

THE Fair Trading Act, with 140 sections and 13 schedules, is one of the most substantial measures to reach the statute book in the present session of Parliament.

The Act makes important changes in the law relating to consumer protection, monopolies, mergers and restrictive trade practices, and it introduces new provisions to deal with the objectionable features of pyramid selling.

The Act also makes one very important institutional change, in providing for the appointment of a Director General of Fair Trading, to undertake a central role in the application of the Government's competition and consumer protection policies. The Director General will have his own department, which will become the focal point for the collection of information and the initiation of action.

The Director General and his staff are to take over certain areas of work which have previously been dealt with elsewhere in the Government machine. But the Act also confers on him some entirely novel functions—these include powers which are not at present exerciseable by the Department of Trade and Industry or by any other Government Department.

The Act itself is not light reading. Some of its provisions create new law, some amend other statutes, and some are largely re-enactment and consolidation. Where the Act deals with the Director General of Fair Trading, with consumer protection and with pyramid selling, it introduces new law. Where the Act deals with monopolies and mergers it is largely consolidating the existing legislation: there are also certain important amendments designed to strengthen the law, as well as to take account of the new role of the Director General. Where the Act deals with restrictive agreements, it grafts new provisions on to the existing restrictive trade practices legislation. So it does not make sense to devote equal attention to each section, nor can the Act readily be understood except within the whole framework of measures and procedures which already operate to regulate trading practices, to promote competition, to control the less desirable features of takeovers and mergers, and to safeguard the interests of consumers.

Consumer protection

While the Fair Trading Act was going through Parliament, public attention was naturally concentrated on Parts I, II and III. These are the 'New Territories', which include the Director General's main powers to act to protect consumers.

The Director General is given the general duty of reviewing and collecting information about commercial activities, so as to identify practices which may adversely affect the economic interests of consumers (paragraph (a) of subsection (1) of Section 2). In practice, this means that the Director General's staff are to hold an active watching brief over the shifting consumer scene. In this way, the Director General will be able to assess how well the existing laws for the protection of consumers are working and whether there are gaps that should be plugged.

In itself, this would not be very different from what already goes on in Government departments. But the Act confers on the Director General new functions and powers which are not at present available to any Government Department. He is not only to assess the need—within the boundaries laid down by the Act—but also is equipped to act to meet it.

First, the Director General may 'make recommendations to the Secretary of State as to any action which . . . it would be expedient for the Secretary of State or any other Minister to take' and he can make such recommendations in respect of any matters which may adversely affect consumer interests 'whether they are economic interests or interests with respect to health, safety or other matters'. There are no statutory limits on the matters which the Director General may follow up in this way. But the terms of the Act make it clear that the Director General is not to duplicate the extensive work which is already carried out under other legislation and by other agencies. There is, for example, a great deal of legislation on food, on drugs, and on the safety of consumer goods. The Director General may be able to use the information which becomes available to him to buttress the activities of the agencies which already exist to deal with such matters—there is an indication that he should do so in paragraph (b) of subsection (1) of Section 2 of the Fair Trading Act—but his primary task will be to remedy economic abuses.

Alternatively, the Director General may in certain cases think it appropriate to proceed under the new provisions in Part II of the Act.

A problem in the past has been that the law can take rather long to catch up with new malpractices as they emerge. **In Part II, the Fair Trading Act accordingly provides very wide powers of subordinate legislation.** There is provision for statutory orders, banning or regulating particular 'consumer trade practices' which adversely affect the economic interests of consumers. A 'consumer trade practice' is defined in Section 13 of the Act, and in cases where the practice seems to carry the particular objectionable effects listed in Section 17 (for example, the effect of misleading or confusing consumers) the Director General will be free to set in motion the procedure which could lead to an order.

This Part of the Act and Sections 13 and 17 in particular will be of interest to those engaged in distribution and promotion.

The procedure under Part II of the Act will involve a 'reference' by the Director General with detailed proposals for action (Sections 17 and 19). The reference goes to a new body, the Consumer Protection Advisory Committee, to be set up under Section 3. It will be the job of this Committee to consider whether the practice in question is within the scope of the legislation and if so—broadly speaking—whether the Director

(*continued on next page*)

General's proposals for dealing with it are necessary, practicable and fair. The Committee will include members who are particularly well qualified to bring practical experience to bear on these questions. The Committee will consider representations from interested persons (Section 81) and will report to the Secretary of State for Trade and Industry on the Director General's proposals for orders (Section 21). Where the Committee agrees with the Director General's proposals, the Secretary of State will be free to go ahead with an order, subject to the Affirmative Resolution of each House of Parliament (Section 22).

The Act also envisages that Ministers or the Director might sometimes wish to ask the Committee for a general report on a 'consumer trade practice' without proposing a statutory order (Section 14).

The Director General will be able to use Part II of the Act to respond quickly and flexibly to new evidence of consumer abuses in the shape of particular classes of practice which may be widely adopted in connection with a particular form of supply. Such practices might otherwise have required to be dealt with by a separate Act of Parliament (as in the past particular problems have been dealt with by, for example, the Trade Descriptions Act or the Supply of Goods (Implied Terms) Act).

Part III of the Fair Trading Act deals with the Director General's functions in relation to individual traders or companies.

A great many laws are already in force for the protection of consumers. In addition, suppliers have certain duties at common law towards their customers. Part III of the Fair Trading Act is intended to cope with the situation of the person who is persistently careless of such legal obligations. The Director General is to take action against anyone who persists in a course of business conduct which is detrimental and unfair to consumers. In the first instance, the Director General will attempt to obtain a satisfactory written undertaking from the person concerned to mend his ways (Section 34). If this fails, he can bring proceedings before the Restrictive Practices Court (Section 35) or in certain cases in the county court or sheriff court (Section 41).

In a nutshell, under Part II of the Act the Director General will be involved in the making of law for the protection of consumers. Under Part III he will be acting to see that legal obligations are observed.

The Act does not envisage that the Director General will operate solely—or even mainly—by these formal means. To carry out his general functions under Section 2, he will need to develop a very close dialogue with industry and commerce. Under Section 124, the Director General is himself to publish information and advice for consumers over the whole range of his responsibilities. He is also to encourage trade associations to use voluntary 'codes of practice' to protect consumers. Such codes can sometimes give wider and more effective protection than can be obtained by legislation.

Competition policy

Parts IV to VIII of the Fair Trading Act deal with monopolies and mergers. These provisions in particular need to be considered in their historical context.

The basic approach of the UK monopoly legislation has remained unchanged, under successive Governments, since the enactment of the Monopolies and Restrictive Practices (Inquiry & Control) Act in 1948.

It has been common ground since that date that machinery should be available for the scrutiny of certain structural and uncompetitive situations which may operate against the public interest. Under the Act of 1948 the necessary machinery was created in the shape of the Monopolies Commission.

Subsequent legislation has made various changes to the method of operation of the Monopolies Commission, and has both added to and subtracted from the list of matters with which it is concerned. Collective restrictive agreements were removed from the Monopolies Commission's ambit in 1956 and new provision for the investigation of mergers was made in 1965. The broad approach, however, has remained unchanged.

The Commission investigates only those matters which are referred to it.

The power of reference has rested in the past with the particular Minister whose Department is concerned with competition policy—at present the Department of Trade and Industry.

The Commission approaches each investigation on its merits; there is no presupposition built into the legislation that monopoly situations are necessarily against the public interest.

The statute gives the Commission guidance as to the particular matters which are to be taken into account in reaching conclusions on the public interest. (The public interest guidelines which have applied in the past are those set out in Section 14 of the Act of 1948.)

The Commission report to the Minister who, in the case of an adverse report, has certain statutory powers to make orders, or may alternatively seek undertakings from the firms concerned.

Monopoly—the Director General's role

The Fair Trading Act does not seek to upset the pragmatic and neutral approach of the monopolies legislation and the general procedure for reference to the Commission, investigation and report is continued unchanged. The Commission is to continue, under the new name of Monopolies and Mergers Commission. The Act makes only one minor extension of the power to make orders following a report by the Commission. Why, then, has the Act been claimed as a major stride forward in competition policy?

One answer lies in the role given to the Director General.

Hitherto Ministers, advised by their Departmental officials, have been responsible for keeping under review the working of competition in the economy, for deciding on the references to be made to the Monopolies Commission, and for taking the necessary action when the Commission makes an adverse report. The Fair Trading Act reflects the outcome of careful study of past experience in this country and of legislation elsewhere, leading to the conclusion that this area of work could with advantage be concentrated in the hands of a public servant who would be somewhat further detached from the mainstream of departmental political activity, and would be free to build up an even more effective and coherent competition policy.

The Director General is accordingly given the general duty of collecting information about market structure and the behaviour of firms (Section 2). This will enable the action which he takes in particular situations to be firmly grounded. He will also be empowered to make monopoly references (Section 50)—ie, to initiate an investigation by the Monopolies Commission. He will have certain powers to require factual information to assist him in deciding whether to make a reference (Sections 44 and 45) and once a reference has been made it will be his duty to give the Commission any help they may require (Section 5(2)). In this way, the data assembled and analysed in his office in the process of policy-formulation can be put at the Monopolies Commission's disposal, and it should be possible to avoid duplicating the burden of inquiry on firms investigated. The Monopolies Commission will address their report to

the appropriate Minister (Section 54) but the Director General will in the normal case receive a copy (Section 86), and will be able to give advice. It will also be his duty, when so requested by Ministers, to take over the task of negotiating undertakings with the firms concerned following a report of the Monopolies Commission, of advising on the use of the order-making power and of supervising the observance of undertakings or orders (Section 88).

The Director General will thus enjoy a large measure of independence, within the framework laid down in the Act. His influence in the evolution and application of policy will be considerable. But the final word will rest with Ministers. The Secretary of State for Trade and Industry will continue to have a parallel power to initiate monopoly references (Section 51) and where public sector industries are concerned Ministers will have powers to act which go beyond those enjoyed by the Director General. The Secretary of State will also have a reserve power to veto references made by the Director General (Section 50(6)). Such a veto would have to be exercised publicly, and within a period of 14 days. The power to make statutory orders following an adverse report of the Monopolies Commission will naturally continue to be exercised by Ministers (Section 56).

Mergers—the Director General's role

The Director General's role in relation to mergers will not be identical with his role in relation to monopolies, insofar as the Act reserves to the Secretary of State for Trade and Industry the sole power to take the formal step of initiating a merger reference to the Monopolies Commission (Section 64). But the Director General is to act as the Minister's adviser in this respect and his office will collect and scrutinise information about mergers in much the same way that the Department of Trade and Industry do now (Section 76).

In practice, this means that the Director General will become chairman of the standing interdepartmental Mergers Panel which scrutinises mergers caught by the tests in the legislation. (The role of this Panel in the administration of the existing law is described in the handbook 'Mergers: a guide to Board of Trade Practice' which was published by HMSO in 1969.)

The Director General will have the same task of advising on the action to be taken following receipt of a report by the Monopolies Commission on a merger reference that he has in relation to monopoly reports (Sections 86 and 88).

Newspaper mergers

The Monopolies and Mergers Act 1965 introduced a special procedure for newspaper mergers. The transfer or closure of newspapers is not simply an economic question (the 1965 Act used words—reproduced in the Fair Trading Act—about the 'accurate presentation of news and free expression of opinion'). Newspaper mergers were accordingly treated differently from the ordinary run of mergers. For example, the consent of the Secretary of State to the merger is a prerequisite, and in certain cases this consent cannot be given until the Monopolies Commission has made a report; the Commission are strengthened by outside members for the conduct of the investigation and they use special criteria in their assessment.

The existing law on newspaper mergers is re-enacted without any changes worth mentioning in Sections 57 to 62 of the Fair Trading Act. It is intended that work on newspaper mergers will continue to be handled in the Department of Trade and Industry, and that the Director General will not be involved.

Other changes affecting monopolies and mergers

Any summary of the changes made in this part of the Fair Trading Act must give pride of place to the changes made in the provision which lists matters which the Monopolies and Mergers Commission should take into account in considering the **public interest** (Section 84). These guidelines replace those originally set out 25 years ago in Section 14 of the Act of 1948. The two provisions will repay careful comparison. The new criteria are designed to give the Commission more down-to-earth guidance. They reflect the policy priorities of today—for example the Commission's attention is specifically drawn to the importance of regional considerations ('maintaining and promoting the balanced distribution of industry and employment in the United Kingdom'). For the first time, competition is explicitly singled out as the chosen instrument through which various desirable economic objectives are to be attained.

The Fair Trading Act makes three important changes in the **definition of the sort of situations which can be investigated by the Monopolies Commission.**

The test for reference to the Monopolies Commission is that a firm or group holds a sufficiently large share of the market. (It does not, of course, necessarily follow that a reference has been or will be made in every case where the statutory test is satisfied, but it provides a suitable preliminary indication of the sort of situation which could constitute market domination, which could give rise to abuse, and which ought therefore to be within the field for scrutiny.) The first and most important change made by the Act in the definition of a 'monopoly situation' in the supply of goods or services (Sections 6 and 7) is that the **qualifying market share is cut from one-third to one-quarter.**

Secondly, the Act makes provision for the first time (in Section 9) for the market to be defined in terms of a purely **local monopoly.** Formerly, a monopoly reference would have had to be framed either in relation to the United Kingdom as a whole or to a 'substantial' part of the United Kingdom.

Thirdly—a somewhat technical point—the new Act drops the proviso which originally appeared in Section 3 of the Act of 1948 and which might have hindered the investigation of **uncompetitive practices adopted by firms acting in their capacity as employers.**

A very important change is made to the position of **nationalised industries and other statutory trading bodies.** Under the earlier legislation, monopoly situations which stemmed from some statutory provision could not be made the subject of reference to the Monopolies Commission. The effect of this has been that the principal activities of most nationalised industries and of a number of other bodies have been outside the main provisions of the legislation.

This limitation is not reproduced in the Fair Trading Act. There will be no bar on Ministers' freedom to make references to the Monopolies Commission. However, in particular cases, listed in Schedules 5 and 7 of the Act, references can be made by Ministers only and not by the Director General. When some other Minister has particular responsibility for the industry concerned, Section 51 provides that such references should be made jointly by the Secretary of State for Trade and Industry and that Minister.

The Act also introduces a new power for Ministers to invite the Monopolies and Mergers Commission to conduct inquiries into **restrictive labour practices** (Section 79). But the results of the Commission's studies will be intended simply to stimulate informed discussion of the issues, and there will be no power to make orders based upon them.

The existing provisions about the conduct of investigations by the Monopolies and Mergers Commission, the handling of reports and the making of orders are continued in the Act without much change. One new feature is that in future monopoly **references will specify a period (subject to extension) within which the Commission are to report** (Section 55). Also, there will be a new **power to prohibit the recommending of prices or charges** (to be found in paragraph 11 of Schedule 8). This follows from the recommendation made in the Monopolies Commission's 1969 Report on Recommended Resale Prices.

(continued on next page)

THE FAIR TRADING ACT
continued

Two of the new provisions in the Act will, it is hoped, enable a Monopolies Commission investigation to **get at the real core of the problem more directly.** Section 49 slightly modifies the old provisions for monopoly references, so as to enable the Commission, having identified a monopoly situation, to move on at once to consider particular acts or omissions of the monopolist and their bearing on the public interest. And the Secretary of State will in future be able to sharpen merger references so that the Commission need investigate only certain aspects of the merger which may give rise to concern (subsection (4) of Section 69).

Otherwise, it will be found that the parts of the Fair Trading Act dealing with monopolies and mergers—to be found mainly in Part I (Sections 4 to 11) and Parts IV to VIII—are essentially similar to those in the earlier legislation. These provisions of the Act can be read as a self-contained whole. The Act of 1948 and the Monopolies and Mergers Act of 1965 are repealed.

Restrictive Trade Practices

Parts IX and X of the Fair Trading Act deal with collective restrictive agreements. There is one important institutional change, insofar as the Director General assumes the functions now carried out under the Restrictive Trade Practices Acts by the Registrar of Restrictive Trading Agreements (Section 94). For the first time, the implementation of the monopolies and restrictive practices legislation will be brought together, so that the Director General should be able to take a more comprehensive view of the working of competition in the economy than either the Department of Trade and Industry or the Registrar have been able to do in the past.

The Director General's functions in this field are not set out in detail in the Fair Trading Act since they are already provided for in the Restrictive Trade Practices Act 1956, the Restrictive Trade Practices Act 1968, and the Resale Prices Act 1964. The general structure of this legislation, with its provision for the registration of restrictive trading agreements and their reference to the Restrictive Practices Court, is not changed by the Fair Trading Act.

The new Act nevertheless extends the scope of the restrictive trade practices legislation in one important respect.

Historically, the pattern has been one in which, as experience has built up, particular types of uncompetitive situation have been transferred by Parliament via the more pragmatic regime of the monopolies legislation to the sharper and more bracing climate of the restrictive trade practices legislation. Thus, the original Act of 1948 made collective restrictions in the supply of goods open to the investigation of the Monopolies Commission. These investigations led, in 1956, to restrictive agreements being made registrable, and the Restrictive Practices Court was set up. In 1968, the law on restrictive practices was widened to include information agreements and meanwhile, the monopolies legislation itself had been extended by the new provision in the Monopolies and Mergers Act 1965 which permitted references to be made to the Monopolies Commission of monopoly and uncompetitive situations in the supply of services generally.

Part X of the Fair Trading Act takes this process one stage further. It provides for the **extension of the legislation to restrictive agreements and information agreements affecting the supply of commercial services.** The Act does not itself make these agreements registrable. There is provision (Sections 107 and 108) for particular classes of agreement to be 'called up' for registration by the Secretary of State for Trade and Industry, by means of an order which would be subject to the Affirmative Resolution of each House of Parliament (Section 111).

Proposals for the calling up of service agreements have to be published, and there will be an opportunity for representations. The Department of Trade and Industry will shortly be publishing their proposals for the initial call-up order or orders.

Once agreements in particular services have been called up they will be subject to provisions parallel to those which already apply to those restrictive agreements which already fall within the legislation—that is to say, agreements containing restrictions of the kind set out in the Act of 1956 will be registrable and subject to examination by the Restrictive Practices Court; the restrictions will be presumed to be contrary to the public interest unless they can be justified in terms of the gateways in the legislation. It will, however, be possible—as it is in the case of agreements relating to supply of goods—to avoid taking before the Court agreements which, in the Director General's view, contain only insignificant restrictions.

Part IX of the Fair Trading Act makes a number of amendments to the restrictive trade practices legislation, stemming from a careful review by officials of the operation of the existing law. The most noteworthy provisions in this part of the Act are probably Sections 101 and 105. Section 101 removes the immunity previously enjoyed by **patent or design pooling agreements** containing restrictions. Section 105 will empower the Restrictive Practices Court to make **interim orders** prohibiting the operation of an agreement, pending a final decision on it.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

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HMSO BOOKS

Pyramid selling

Part XI of the Fair Trading Act deals with pyramid selling and similar trading schemes. This Part of the Act is virtually self-contained. Important as these provisions are in themselves, they may seem somewhat peripheral to the main structure of the Act, since the Director General of Fair Trading will not be involved in their operation or enforcement. They are designed to do two things. First, trading schemes will be outlawed in which the main, if not the only, way for 'investors' to recover their financial outlay is by obtaining commission directly or indirectly from recruiting others—like a chain letter expansion—rather than by selling goods or services to the public. Secondly, it will be possible to control trading schemes which might lend themselves to any similar kind of exploitation, to ensure that participants are fairly treated.

Part XI was not included in the Bill as originally introduced but added at a later stage in the Bill's parliamentary progress. At a time when the Government had made known their determination to deal with pyramid selling, it was a fortunate chance that an appropriate measure was passing through Parliament which could be used as a vehicle for the necessary legislation. But the concept of regulating unfair trading techniques is certainly not incompatible with the spirit of a measure which includes power to regulate monopolistic and uncompetitive practices as well as practices which are detrimental at the consumer level.

The trading schemes to which this part of the Act applies are defined pretty widely (Section 118). The Secretary of State for Trade and Industry is given extensive and flexible powers to regulate by statutory instrument the promotion and conduct of schemes which fall within the definition (Section 119). In addition, it is made an offence to take or solicit payments in respect of the right to benefit from the recruitment of other participants (Section 120).

The Minister for Trade and Consumer Affairs, Sir Geoffrey Howe, has indicated that he intends to bring forward regulations under these powers shortly, and that the new provisions will be vigorously enforced by the Department of Trade and Industry.

Fair trading—what now?

The passing of the Fair Trading Act is not going to put an end overnight to exploitation of consumers by the small minority of unscrupulous, dishonest or simply inefficient traders. Nor, in itself, will it transform the British economy into a model of dynamism and competitive efficiency. But, as the foregoing summary of its provisions shows, the combination of a new, powerful and independent office-holder, the bringing together of responsibilities and duties which are at present scattered and dispersed, the useful amendments made to extend and strengthen the existing law, and the conferring of wide additional powers on the Secretary of State and the Director General—all this adds up to make the Act one of the most considerable measures ever promoted by the Department of Trade and Industry, and one with great potential for bringing benefits to many parts of the economic system.

First, however, the Act must be brought into operation. This will be done by orders made by the Secretary of State, and flexibility has been provided for. Different dates for coming into operation may be specified for different provisions. As mentioned above, it is hoped that the provisions dealing with pyramid selling will be among the first to come into effect. But a number of the other provisions must wait upon the appointment of the Director General; the functions of the Registrar, for example, cannot be transferred till this key post has been filled.

'Britain faces a prosperous future'

—Mr. Peter Walker

'THERE are a number of factors working strongly in favour of Britain improving her balance of payments in the years ahead,' said Mr. Peter Walker, Secretary of State for Trade and Industry, in a statement at a press conference in Ipswich during a day visit to the East Region.

'First and foremost is the success of our export drive,' he continued. 'Currently our exports are half as much again as they were three years ago and the prospects are better than ever before. If it had not been for the sharpest upsurge in commodity prices since the Korean war, Britain would be enjoying an accelerating balance of trade surplus because the volume of our exports is rising faster than the volume of our imports.

'Though we have suffered the immediate adverse effects of massively increased raw material prices, the secondary effect of this is, however, to Britain's advantage. The higher prices paid to overseas suppliers of Britain's raw materials will mean that in the coming years the supplying countries will have far more money to purchase our manufactured goods and I look for a big increase in Britain's exports to the raw material suppliers of the world.

'Secondly, we are breaking all records in terms of receipts from tourism.' Mr. Walker said that the numbers of tourists coming to Britain this year would be far above the previous record levels.

'A number of our major industries are now beginning to break records which will be import-saving and export-producing,' continued the Minister. 'In the first six months of this year, orders to British shipyards broke all records since statistics for shipbuilding were first kept 20 years ago. More orders were placed in the first six months of 1973 than in the whole of 1971 and 1972 put together. Likewise orders for the engineering industry and electronic capital equipment industry have reached new record levels. The orders of today are the exports of tomorrow and these orders have been taken at much better prices than the orders which are being delivered at the present time.

'There are increasing signs of Britain's activities throughout Europe that will greatly assist our balance of payments in the years ahead. An increasing number of British retailers are opening up in Europe and the British property developing industry is taking a leading role in the development of towns and cities throughout the Continent.

'The improving factors, combined with the future contribution to our balance of payments of North Sea oil and gas, will be fundamental in enabling Britain to enjoy a sustained fast growth,' concluded Mr. Walker.

Voluntary Code for consumer lending

'FAIR comparisons for consumer lending now assured' stressed Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, at a meeting on August 6. He went on to point out that earlier this year the Government announced a Voluntary Code for consumer lending and those engaged in this form of lending were asked to observe it. 'I am glad to say that all the principal lenders have now accepted the Code.'

The Government has made it clear on a number of occasions that it intends to legislate on the Crowther Committee recommendations for a major reform of the law of consumer credit and a major new Bill based on the Committee's proposals will be introduced soon. The Code has been introduced as a safeguard for borrowers and lenders in the interim period.

Under the Code, lenders are asked inter alia to:

(1) State clearly the total cost of the loan, including all extra charges that are to be made;

(2) Make clear the true and total charge on the loan in percentage terms per annum calculated on a reducing balance basis;

(3) Tell borrowers of any other charges that may arise during the life of the loan;

(*continued on next page*)

VOLUNTARY CODE FOR CONSUMER LENDING
continued

(4) Include a confirmation clause in any contract secured by mortgage on his home giving the borrower time to consider the obligation he is undertaking, and then if he wishes to withdraw without charge. (This will be applicable only to mortgages not associated with the *purchase* of private dwellings);

(5) Ensure that the contract says what charges will remain to be paid on early redemption of the loan;

(6) Ensure that, if a brokerage commission is paid by the lender, no other additional charge for brokerage service is made to the borrower.

Mr. Peter Emery wrote to all holders of banking certificates under Section 123 of the Companies Act 1967 asking them to abide by the terms of the Code. There have been consultations with the companies concerned on a number of technical problems arising on implementation of the Code, but all Section 123 certificate holders have now indicated their willingness to abide by the Code insofar as it is applicable to their type of business. There has also been an encouraging response from other providers of consumer credit who do not hold Section 123 certificates.

The Code reflects principles to be included in the proposed new legislation. Its object is to provide the consumer with information to enable him to take rational decisions and to avoid bad bargains. It will also provide lenders with a defence against unreasonable criticism.

Telephone extensions at DTI Headquarters

THE present telephone equipment at the Department of Trade and Industry's headquarters at 1 Victoria Street is to be enlarged and re-arranged and all extension numbers beginning with 2 - - - will begin with 5 - - -. Extension 2800 will thus become 5800. The change will take place during the weekend August 11 and 12, after which there will be no extensions beginning with 2.

The telephone installation at 1 Victoria Street serves that building, Sanctuary Buildings, Monsanto House and Kingsgate House.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
July 19, 1973		
1,069,944	Agfa-Gevaert Aktiengesellschaft	Photographic material with improved silver covering power
1,277,213	Agfa- Aktiengesellschaft	A process for the production of negative or positive continuous-tone or screened images thereof
1,173,577	Scharper S.p.a. per L'Industria Farmaceutica (formerly known as Scharper S.a.s. per L'Industria Farmaceutica di Dott M. Fazzini and Co.)	New indole derivatives, process for preparing same and therapeutic compositions containing them
1,183,975	Societa Anonyme Metallurgique d'Esperance Longdoz	Method and apparatus for continuous galvanising
1,185,447	Societe Anonyme dite Babbitless	Means and Method for controlling the output granulometry of grinders and crushers
July 24, 1973		
1,236,860	Standard Telephone and Cable Ltd.	Apparatus for analysing speech waveforms
1,240,205	Standard Telephone and Cable Ltd.	A code translation arrangement
1,254,077	International Standard Electric Corporation	Television tube stabilised power supply
1,255,344	Standard Telephones and Cables Ltd.	Apparatus for displaying and printing information
1,268,087	International Standard Electric Corporation	Document feeding device
1,275,725	Standard Telephones and Cables Ltd.	Solid state scannina systems
July 27, 1973		
1,105,855	Glaenzer Spicer Societe Anonyme	Universal ball joints
1,173,034	Telemeccanica Elettrica Officine Meccaniche Ruinite SpA (formerly known as La Telemeccanica Elettrica Ing. Amati & Coregorini SpA)	An electrical switch block and electrical switchgear comprising assemblies of such blocks

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. G. Roberts, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. A. A. McLoughlin, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).

Restrictive Trade Practices Act—25 agreements not being investigated

MR. Peter Walker, Secretary of State for Trade and Industry, has given directions to the Registrar of Restrictive Trading Agreements under Section 9 (2) of the Restrictive Trade Practices Act 1968 discharging him from taking proceedings in the Restrictive Practices Court in respect of the 25 agreements listed below:

Number on the Register	Parties
93	Association of Street Lighting Erection Contractors
237	General Electric Co. Ltd., Mazda Lamp Co. Ltd.
238	General Electric Co. Ltd., Mazda Lamp Co. Ltd. and Glass Bulbs Ltd.
890	Council of Underground Machinery Manufacturers
922	British Paper and Board Makers Association and British Wood Pulp Association and associations representing exporters in Finland, Norway, Sweden and Germany
1235	British Paper Bag Federation
1299	Association of Wholesale Woollen Merchants
2649	Electricity Council, CEGB and the Area Electricity Boards
2806	Hawick Knitwear Manufacturers' Association
2817	Tredegar Wholesale Groceries Ltd.
2927	Paintmakers Association of Great Britain Ltd.
3068	National Farmers' Union of Scotland
3089	Nottingham and District Wholesale Fruit and Potato Merchants' Association
3154	Pitch Pool of the Association of Tar Distillers and certain merchants
3176	Allied Grocery Distributors Ltd.
3262	Trend Voluntary Group Services Ltd.
3533	Associated Electrical Industries Ltd., Reyrolle Parsons Ltd. and Vacuum Interrupters Ltd.
3596	General Electric Co. Ltd., Mazda Lamp Co. Ltd. and Lamp Caps Ltd.
3619	Woollen Yarn Spinners' Federation
3642	British Broadcasting Corporation, Music Publishers' Association and certain music publishers
3669	Aberdeen Fish Salesmen's Association Ltd.
3683	Telecommunication Engineering and Manufacturing Association Ltd.
3690	MacSymon's Stores Ltd. and J. and R. Wilson Ltd.
3705	Mobil Oil Co. Ltd., Chiltern Motor Holdings Ltd. and Home Counties Petroleum Products Ltd.
3713	Alarm and Appliances Branch of the British Security Industry Association Ltd.

Notes

Section 9 (2) of the 1968 Act allows the Secretary of State, upon the representation of the Registrar, to discharge him from the duty of taking proceedings in the Restrictive Practices Court in respect of agreements in which the restrictions are not of such significance as to call for investigation by the Court.

The practical importance of the use of this power is that it shows that registration of an agreement does not lead inevitably to its examination by the Court; firms can therefore be less hesitant about making and registering agreements in circumstances which do not involve significant restrictions on competition.

Directions have now been issued under Section 9 in respect of 134 agreements. Such agreements are available for inspection in the Public Room at the Office of the Registrar of Restrictive Trading Agreements, Chancery House, 53 Chancery Lane, London WC2A 1SP.

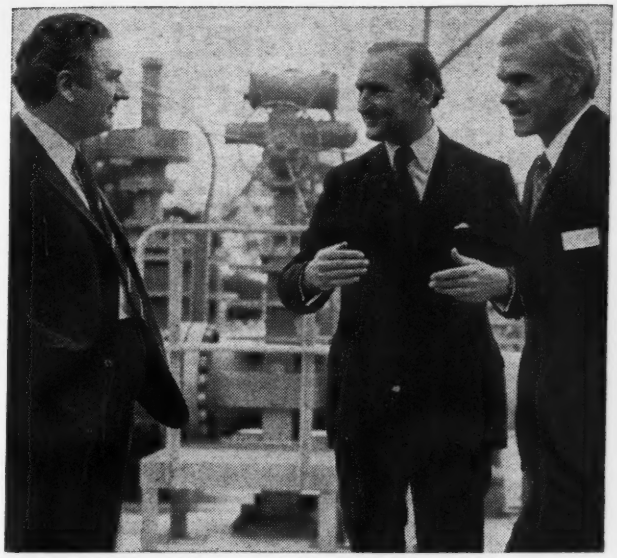
Firms proposing to enter into a registrable agreement, or trade associations intending to make a registrable recommendation to their members, may approach the Registrar informally for a prior indication of the likelihood of the agreement or recommendation being eventually the subject of a direction under Section 9 (2). How clear an indication can be given in any particular case must depend on all the circumstances, including the degree of restriction of competition which is contemplated and the extent to which a full explanation can be made of what is envisaged. But short of a binding promise, which cannot be given, the Registrar will be as helpful as he can.

Inspectors' report on Rolls-Royce Limited

THE Inspectors' report on the affairs of Rolls-Royce Ltd. was published on August 2.

The Inspectors, Mr. R. A. MacCrindle, QC, and Mr. P. Godfrey, FCA, were appointed on April 23, 1971 under the provisions of Section 165 (a)(i) of the Companies Act, 1948, and submitted their report in June 1973.

The report is available from HMSO, price £5.



Britain's largest oil pipeline, linking Milford Haven with the Midlands and Manchester, has been laid—completely underground—in only eight months. The £15 million project undertaken by Mainline Pipelines Ltd. serves the Milford Haven refineries of Esso, Texaco and Gulf Oil, who are using the 285-mile pipeline in the ratio of 75, 20 and 5 per cent. Mr. Tom Boardman, Minister for Industry, who recently opened the Seisdon control centre, near Wolverhampton, is photographed with Dr. A. R. W. Baddeley, chairman, Mainline Pipelines Ltd. (right), talking to Mr. J. A. Bulley, operations manager. The pipeline will eventually be able to carry double its present throughput of 3.5 million gallons (12,500 tons) a day.

'Wider markets for British films'

—Mr. Anthony Grant

'WIDER opportunities for the film industry, as well as other industries, are offered by UK entry into the Common Market,' said Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, speaking at Windsor on August 2.

Opening a new sound stage at the Bray International Film Centre, Mr. Grant continued, 'This new Film Centre is a demonstration of faith in the future of film making in this country. I hope that many more fine films will be made here and that film makers will continue to be attracted here both from this country and from overseas.

'One thing which is not new to the film industry is gloom as to its prospects. In 1894 Thomas Edison predicted that there was a possible future for about 10 projectors in the whole of the USA and perhaps 50 for the whole world.

'Some recent press reports have suggested that there is too little film production in British studios at the present time. I do not believe that we are any less capable, less sought after, less artistic, or less able to produce the kind of films which people want to see today than we were a decade ago. The British made film commands an audience wherever it is shown in the English speaking world.

'Of course, our home market in this country is, and indeed always was, smaller than those of some of our European competitors. It is no longer able to support film production by itself on an adequate scale. But a growing number of films are being produced and financed jointly by British, French and Italian interests. I hope this trend will continue. We must seize the opportunities offered by the EEC to market these films throughout Europe. This should increase earning revenue and attract new sources of production finance.'

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions

London Cavendish Securities Ltd., 76 Grosvenor Street, London W1.

Gibbs (Antony Gibbs (Personal Financial Planning) Ltd.), 22 Bishopsgate London EC2N 4AQ.

Mycroft (Michael Stephen Mycroft), Barclays Bank House, Market Place, Pickering, N. Yorkshire.

Hartley Securities Ltd., 16 Hammet Street, Taunton, Somerset.

J.G.S. Portfolio Management Ltd., 49 Welbeck Street, London W1M 7HE.

Dikappa (Holdings) Ltd., Royex House, Aldermanbury Square, London EC2V 7LD.

Thames Guaranty Investments Ltd., 25 Berkeley Square, London W1X 5HB.

Deltec Banking Corporation Ltd., 11 Copthall Avenue, London EC2.

British Bangladesh Trust Ltd., 27 Dover Street, London W1.

Daiwa Europe N.V., Empire House, 8/14 St. Martins-le-Grand, London EC1P 1DR.

Deletions

Arnsec Investments Ltd., 37 Corn Street, Bristol 1.

Change of name

London Mercantile Co. Ltd. to London Mercantile Corporation Ltd., 53/55 Queen Anne Street, London W1M 0LJ.

Change of address

Cosgrave (N. K. Cosgrave and Co. Ltd.), 56 Kingsway, London WC2B 6DX.

Stock Market Analysts Ltd., 58 High Street, Esher, Surrey.

Exempted dealers

Additions

Kyowa Bank Ltd., The, Princes House, 95 Gresham Street, London EC2V 7HA.

Bank of Nova Scotia Trust Co. (United Kingdom) Ltd., The, 62-63 Threadneedle Street, London EC2P 2LS.

Sumitomo White Weld Ltd., Commercial Union Building, St. Helens, 1 Undershaft, London EC3P 3HJ.

Change of address

Wallace Brothers Sassoon Bank Ltd., 4 Crosby Square, London EC3A 6AJ.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1973 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
Allied Investors Trusts Limited, 55 Bishopsgate, London EC2	Allied Hambro International Fund	The Royal Bank of Scotland Limited, PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
L.S. Fund Managers Limited, Peninsular House (3rd Floor), Monument Street, London EC3R 8BB	The Wieler Growth Fund	National Westminster Bank Limited, 41 Lothbury, London EC2
Jascot Securities Limited, 21 Young Street, Edinburgh EH2 4HU	Jascot Australian Compound Fund	The Royal Bank of Scotland Limited, PO Box 51, St. Andrew Square, Edinburgh EH2 2YB

Changes

DELETE
Morgan Grenfell Funds (Management) Limited, 15 Christopher Street, London EC2

AND REPLACE BY
Morgan Grenfell Funds (Management) Limited, 23 Great Winchester Street, London EC2

DELETE
Guardian-Hill Samuel Unit Managers Limited, 100 Wood Street, London EC2

AND REPLACE BY
Guardian Royal Exchange Unit Managers Limited, Royal Exchange, London EC3P 3DN

REVOCATIONS.
By agreement with the Managers and the Trustees the Orders of authorisation for the following schemes which have not been launched have been revoked.

Abbey Unit Trust Managers Limited, 1-3 St. Paul's Churchyard, London EC4M 8AP	Hambro Abbey Venture Fund	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
Vavasseur Unit Management Limited, 15/16 American Square, Crosswall, London EC3	Vavasseur Australian Fund	Midland Bank Trust Company Limited, Poultry, London EC2

Rates of interest on Industry Act loans

THE concessionary rate of interest on loans under Section 7 of the Industry Act for projects creating additional employment was increased from 7½ per cent to 8 per cent on August 1. The rates of interest on loans for modernisation projects not providing additional employment, which are broadly in line with commercial interest rates, were increased by a comparable amount. The increases which apply to all new offers, were made in the light of movement in other relevant rates.

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester · Leeds · Brussels

Industrial and commercial property

Projects qualifying for regional selective assistance under Section 7 of the Industry Act fall into two broad categories:

A New projects and expansions which create additional employment.

B Projects for modernisation and rationalisation which will not provide extra jobs, but will maintain or safeguard existing employment.

Loans for projects in Category A are at rates which vary from time to time and have relation to commercial interest rates but are normally somewhat lower. Category B projects are assisted only where finance cannot reasonably be obtained from commercial sources; the assistance is in the form of loans broadly in line with commercial interest rates.

Price Commission decisions

APPROVALS

THE Price Commission have approved the following price increases. These are increases in average net prices to trade customers.

Canned soups manufactured by Campbell's Soups Ltd.: increases averaging 8.9 per cent over the range of products. These increases are lower than those applied for. The main reasons for them are the higher costs of meat, imported tomato paste and other raw materials. They take effect on August 19.

Canned vegetables, packet soups and 'Vesta' meals manufactured by Batchelors Foods Ltd.: increases averaging about 4.3 per cent. They are lower than those applied for. They are due to higher costs of beef, rice and other imported ingredients, cans and labour. They take effect immediately.

Margarines and cooking fats manufactured by Van den Berghs & Jurgens Ltd.: increases averaging about 7.8 per cent. They are due mainly to higher costs of raw materials, particularly imported oils. They took effect on August 6.

Margarines and shortenings manufactured by Craigmillar for supply to the bakery and catering trades: increases averaging about £30.7 per ton. They are a little lower than those applied for and take effect immediately.

'Hartley' label canned fruit and vegetables manufactured by Cadbury Schweppes Foods Ltd.: increases averaging about 4.2 per cent over the range of seasonal products. The main reasons are higher costs of fresh fruit and vegetables and labour. The increases take effect from August 13.

Grocery products manufactured by The Nestles Co. Ltd.:

Crosse & Blackwell Division: increases averaging about 6.3 per cent over the range of **pickles and sauces** supplied for the retail trade; **Grocery Division:** increases averaging about 9.5 per cent for **pickles and sauces** supplied for the catering trade; **Nesquik:** an increase of 10p per case of 25 × 6-oz. packs.

The main reasons for these increases are higher costs of vegetables, food oils and sugar, and of labour. The increase on Nesquik took effect on August 6; the others will take effect on August 27.

Animal feedingstuffs: Increases, effective immediately, averaging about £5.8 per ton for **J. Bibby Agriculture Ltd.** and £4 per ton for **BOCM Silcock Ltd.** The reasons are higher costs of imported and home-produced raw materials, mainly proteins and cereals.

The Commission have approved the following applications:

Thomas Haddon & Stokes Ltd. (GKN Group). An increase averaging 6.1 per cent on a wide range of steel and non-ferrous screws, nuts and washers. The increases are mainly due to the higher cost of steel and brass.

Butlers Ltd. (Joseph Lucas (Industries) Group). An increase of 3.25 per cent on the complete range of motor vehicle lighting equipment manufactured by this company. The increase is principally due to higher costs of steel and zinc.

Lucas Electrical Co. Ltd. and Joseph Lucas (Sales & Services) Ltd. An overall increase in prices limited to 1.5 per cent for vehicle electrical and electronic equipment where there have already been increases to take account of the increased costs of copper and brass. Where there have been no increases on account of these materials there will be an increase averaging 4.6 per cent and varying on individual items between nil and 10 per cent.

Allen West & Company Ltd. (Tube Investments Group). Increases on various items of electrical motor control equipment averaging from 6.3 per cent to 6.9. per cent and varying on individual items from nil to 12½ per cent, and an increase of 5.5 per cent for electrical insulation mouldings for this equipment. The increases are due mainly to higher costs of materials and labour.

Watliff Company Ltd. (Delta Metal Group). An increase limited to 4 per cent on commutators and slip rings used in the manufacture of electric motors. The increases are due to the higher costs of labour and materials.

Laycock Engineering Ltd. (a subsidary of GKN Ltd.). An increase averaging 4.37 per cent for the company's range of automotive and general engineering products. The increase is principally due to higher costs of steel and other materials.

Hardy Spicer Ltd. (a subsidary of GKN Ltd.). An increase of 5.19 per cent on its range of propeller shafts and constant velocity joints. The increase is principally due to increased costs for labour, steel and other materials.

Zenith Carburetter Company Ltd. An increase averaging 6.0 per cent on the company's range of carburetters and parts. The increase is principally due to higher costs of labour, of zinc aluminium and other materials.

Nobel's Explosives Co. Ltd. (a subsidary of ICI). An increase averaging 9.0 per cent in the price of detonator products supplied to mining and civil engineering industries. The increase is due to the higher cost of raw materials, particularly copper, and labour.

GKN Screws and Fasteners Ltd. (Heath Street Division). An increase averaging 5.3 per cent over the range of the Division's products based mainly on increased costs of steel, brass and labour. Price increases will be between 1.85 per cent and 7.28 per cent according to the product.

Goodyear Tyre and Rubber Co. (GB) Ltd. An increase averaging 4.5 per cent on the company's range of tyres, tubes and wheels sold to the original equipment market (that is to vehicle manufacturers). The increase is justified by increased labour and material costs.

Rist's Wires & Cables Ltd. (Joseph Lucas (Industries) Group). An increase of 7.0 per cent in respect of electrical wiring harness assemblies and components for the automotive industry supplied both as original equipment and replacement parts. The increase is mainly due to increased costs of labour and materials.

REJECTIONS

The Commission have rejected the following application:

William Beardmore & Co. Ltd. An application to increase the prices charged for its range of Treaty of Rome steel forgings by an increase of 5.4 per cent.

The grounds for rejection are failure to comply with the provisions of paragraph 5(2) of Schedule 3 of the Counter-Inflation (Notification of Increases in Prices and Charges) Order 1973.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London, WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Monopolies Commission's report on supply and export of wire and fibre ropes

THE Department of Trade and Industry has received the Monopolies Commission's report on the supply and export of wire and fibre ropes. It will be laid before Parliament and published as soon as possible.

The reference to the Monopolies Commission was made on March 23, 1971. The Commission was asked to investigate and report on the supply and export of (i) wire rope and (ii) rope and cordage of natural and man-made fibres.

The Department of Trade and Industry is required by Section 9 of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 to lay reports of the Monopolies Commission before each House of Parliament. When Parliament is not sitting the obligation to lay a Monopolies Commission report before Parliament is discharged under Section 10 of the Monopolies and Mergers Act 1965 if the report is presented as a command paper.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

Debenhams Ltd. and Lotus Ltd.

Royal Insurance Co. Ltd. and Sterling Estates Ltd.

Markham Colliery accident: messages from Mr. Peter Walker

MR. Peter Walker, Secretary of State for Trade and Industry, sent the following telegram on July 30 to Mr. D. J. Ezra, Chairman of the National Coal Board; Mr. L. Daly, Secretary of the National Union of Mineworkers; and Mr. J. Crawford, Secretary of the National Association of Colliery Overmen, Deputies and Shotfirers:

'I am deeply grieved by the tragic accident which occurred this morning at Markham Colliery near Chesterfield.
'Would you please convey my deepest sympathy to the families and friends of the men concerned.'

Public inquiry

MR. Peter Walker, Secretary of State for Trade and Industry, under the provisions of Section 122 of the Mines and Quarries Act 1954, has directed Mr. J. W. Calder, HM Chief Inspector of Mines and Quarries, to hold a public inquiry into the causes and circumstances of the accident at Markham Colliery, Duckmanton, near Chesterfield, on July 30, 1973, in which 14 men died and 16 were injured.

New jobs for Blaenau Ffestiniog

THE Department of Trade and Industry announced that their No. 2 advance factory at Blaenau Ffestiniog has been allocated to Expandaplan (Wales) Ltd., subject to a satisfactory conclusion of leasing arrangements.

Commenting upon the announcement, the Secretary of State for Wales, Mr. Peter Thomas, said: 'I am particularly pleased about this development. There is a continuing need to provide new employment opportunities in this part of Wales. It is my earnest hope that this project marks a turning point in the fortunes of Blaenau Ffestiniog.'

Expandaplan (Wales) Ltd. has been recently formed by three local businessmen for the manufacture of prefabricated and sectionalised holiday chalets. It is also intended to construct timber-framed houses for local authorities and to make high quality window frames, staircases, kitchen units and the like for domestic buildings. After they have established themselves locally, the company anticipate extending their activities to the rest of the UK and to the Republic of Ireland.

Jobs for 11 men, including the three directors, will be provided initially at the factory, with a further 10 men on site work. It is hoped that after three years of occupation, 35 men and 2 women will be employed in the factory. Occupation of the premises is expected shortly.

Pictured at Land's End, Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, presents the Coastguard Rescue Shield for the year's best rescue to Mr. I. Maddern (Auxiliary-in-Charge) and Mr. H. Nicholls of the Sennen Cove Coastguard Rescue Company. The shield was awarded for the rescue of the crew of the Cypriot freighter 'Nefeli', wrecked in thick fog and drizzle at Land's End last November. The coastguards located the crew on a ledge beneath an overhanging cliff, where they were in danger of being washed off into the sea. They rigged cliff lines, negotiated a steep and slippery slope, and lifted 12 men to safety.

For sea rescue dial 999 and ask for 'Coastguard'

NEW posters are being produced by the Department of Trade and Industry drawing attention to the correct and speediest method of obtaining help in accidents at sea. To summon up the rescue services one should dial '999' and ask for 'Coastguard'.

HM Coastguard is responsible for the co-ordination of all search and rescue at sea and assessing the best rescue service to summon The Chief Inspector, Lt. Cdr. John Douglas, said: 'It is important to tell the telephone operator that you want the Coastguard for you will be put through immediately. Vital seconds may be lost if the call is misdirected and has to be passed on by the other three services (Fire, Police or Ambulance). The Coastguard's duty is to act immediately on any distress call and he has the professional training to sum up the situation quickly and get help on the way. The message is quite simple—for Sea Rescue dial "999" and ask for "Coastguard". This will save vital seconds which may mean saving a life.'

Corrosion in the marine environment

A TWO-DAY conference on Corrosion in the Marine Environment is to be held in London on November 8 and 9. Marine corrosion costs British industry an estimated £280 million annually, of which an estimated £55 million could be saved. The conference will include 11 papers on all aspects of the problem.

It is a joint conference sponsored by The Institute of Marine Engineers, the Institution of Corrosion Technology and the Chamber of Shipping of the United Kingdom, with the co-operation of the Industrial Technologies Corrosion Committee of the Department of Trade and Industry.

Further details from the Conference Office, The Institute of Marine Engineers, 76 Mark Lane, London EC3R 7JN (tel: 01-481 8493).

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1971	1963	1963	1963	1963							
£m in base year		20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	95	113	139	132	145	161	23	75	41	−271	−648	377
1969	97	113	138	140	150	342	232	26	27	444	−143	587
1970	99	116	142	150	168	266	214	42	13	681	12	669
1971	100	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	102	127	144	125 p	178 p	−415	−414	+5	−28	37	−692	729
1970 4th qtr		118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	98	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	100	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	101	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	101	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	99	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	102	126	144	122	185	−102	−142	−5	31	116	−53	169
3rd qtr	103	128	141	122	175	−107	−114	4	−24	−104	−284	180
4th qtr	105	131	145	122	183 p	−60	−49	13	−6	−36	−233	197
1973 1st qtr	109	134	151	128	194 p	247	134	12	62	−189 p	−363 p	174 p
% change latest 2 quarters:												
on prev. 2 quarters	+4.5	+4.3	+3.9	+2.5	+2.2							
on a year earlier	+6.7	+7.8	+3.1	−7.7	+6.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	105.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	123.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.7 p	665	2.9	229	246	275
2nd qtr					177.9	9.3	132.1 p	119.9 p	113.5 p	602	2.6	292	265 p	297 p
1972 Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.3	141.6	111.1	125	176.7	9.2	129.6	118.8•	112.3	617	2.7	275	267	275
May	141.2	141.7	110.7	133 p	178.0	9.5	131.4	119.9	113.1	599	2.6	296	255	309
June			114.8		178.9	9.3	135.3 p	121.1 p	115.2 p	590	2.6	307	273 p	306 p
July										578 p	2.5 p	325 p		
% change latest 3 months:														
on prev. 3 months	+2.5	+2.4	−4.0	−1.9	+3.2		+4.8	+1.8	+4.2	−7.3		+21.9	+7.7	+7.9
on a year earlier	+9.0	+10.1	+3.5	+0	+9.3		+24.5	+7.2	+15.6	−27.7		+123.6	+22.9	+37.0

(‡) Not seasonally adjusted (§) On a balance of payments basis. • After April, affected by changes due to VAT

Developments in statistics at the DTI*—2

by L. S. Berman, (Director of Statistics, Department of Trade and Industry)

Statistical requirements of the European Communities

THIS section looks briefly at the impact on DTI statistics of the statistical requirements of the European Communities. A full account was given recently by Sir Claus Moser and Mr. Ian Beesley in a paper presented to the Royal Statistical Society[1].

Industrial statistics

In the area of industrial statistics there are three statistical directives (that is, Community laws) with which we have to comply. The first is concerned with providing monthly statistics on indices of industrial production, turnover and of orders for home and export markets; and statistics initially quarterly and in due course monthly on salaries and wages, employment and hours offered by employers. The statistics are required for 29 separate industry groups, but exclude construction. Wherever possible we will make use of existing statistics instead of collecting additional data, but in some cases it will be necessary to collect additional information from firms to meet our new obligations.

The second directive is concerned with providing annual information on industrial activity. There are several kinds of problems here. First of all, rather more information is required by the Statistical Office of the European Communities (SOEC) than we collect at present in our annual censuses of production. Secondly, the reporting and statistical units we use are not quite in line with those specified by SOEC; thirdly, the cut-off point in the annual census will have to be reduced from 25 employees to 20 employees (except in a small number of industries where the cut-off point has been 11 employees and this will be raised to 20). Enterprises with 100 or more employees will have to provide rather more information than they do under present arrangements, but a simplified questionnaire will be sent to those employing between 20 and 99. One result will be to increase the number of forms issued in the annual census from 32,000 in 1973 to 38,000 in 1974.

The third directive on industrial statistics is concerned with collecting annual figures of capital expenditure by industry. We are required to provide figures of capital expenditure on a strict calendar year basis. Up to now we have asked firms to provide this wherever possible, but have accepted figures for the firm's year of account. Ideally, we would like firms to return their figures of capital expenditure (and for stock-building also) on a strict calendar year basis, but we have always felt that it would be impractical to do this on a statutory basis. However, in future, we will ask establishments of enterprises employing 100 or more employees to give calendar year totals for net capital expenditure and possibly also of their opening and closing figures for total stocks. This will not only enable us to meet our new obligations, but will provide us with very much better estimates of these two important components of national expenditure.

Intentions surveys

All countries of the European Communities are asked to carry out business conditions surveys. These are similar in nature to those conducted quarterly by the CBI. However, the EEC Commission are interested in obtaining the results of monthly surveys, similar to those which have been in operation in the European Communities since 1962. Survey information of this kind should help in assessing the immediate position and future prospects. In some ways they can provide more up-to-date information than regular statistical series. The development of these monthly business surveys could become in time an additional powerful tool for economic analyses and forecasting.

The EEC Commission is also concerned with investment intention inquiries. One major difference between the surveys carried out by other European countries and ourselves is that they are able to provide an analysis of the results for six industry groups within manufacturing, whereas up till now we have had little confidence in providing a breakdown for these industries.

The EEC Commission has been carrying out trials of consumer surveys in several Member countries and proposes to finance experiments in the UK. The questions included in these surveys are concerned with views on the general economic situation, prices, finance, unemployment income, saving and so on. In the UK such surveys have been used mainly in the context of market research. However, there are possibilities for using this source as an advance indicator of consumers' expenditure and in short term forecasting. It will be interesting to see how useful these surveys prove to be.

Overseas trade statistics

A draft regulation on the concepts, methods and definitions for compiling overseas trade statistics is now being considered by a committee of Permanent Representatives in Brussels. (Regulations are binding in every respect and have direct force of law in every member State.) This would involve some changes (and problems) for the United Kingdom. For example, data will be required on the special system of trade rather than the general system. In other words, trade will have to be recorded at the customs frontier instead of at the geographical border. Also, trade by country will be required in terms of country of origin and destination rather than country of consignment. These changes may be required from next year. It is our intention to maintain figures on the existing basis as well as the new basis, for at least an overlap period, so as to avoid major breaks in the series.

* Paper read at the 25th Annual Conference of the Institute of Statisticians held at Kings College, Cambridge on July 5-7, 1973.

Classifications

The systems we used for classifying industries and overseas trade will need to be revised to bring them into line with the practice of the European Communities. NACE (the Nomenclatures des Activites dans la Communante Europeenne) is the Communities' industrial classification; NIMEXE is the Communities' overseas trade classification. Moving over to these new classifications will involve us in a great deal of work. An inter-Departmental official committee has been established to revise the Standard Industrial Classification in the light of the NACE. It has begun work by examining the detailed product classification (NIPRO) and its relationship to existing detailed production inquiries in the UK. Also, trade associations and individual experts familiar with particular industries have been invited to help. A new classification is bound to involve some breaks in statistical series and create difficulties in making comparisons over time, but it is hoped to keep these to a minimum. The great advantage will be that all national and international statistics in the European Communities will be on a comparable basis. We plan to adopt a classification corresponding as closely as possible to NACE by 1976 and to complete the adoption of NIMEXE by 1977.

Value-added tax statistics

Future developments in DTI statistics will be effected by the introduction of value-added tax. It is expected that the administration of this tax by HM Customs and Excise will yield as a by-product a rich new source of statistics. Firms registered for VAT have to make quarterly returns about their turnover, as well as other information, which the Customs and Excise computer at Southend will aggregate and classify by some 200 different industry groups and also by status (self-employed, company, etc.). The information will be published as statistical series.

The three monthly figures of turnover will not be comprehensive—they will exclude businesses with a taxable turnover of less than £5,000 a year and other exempt traders. Also, the figures will not necessarily relate to calendar quarters, as firms are required to make returns for staggered three monthly periods.

It is hoped that when we have had some experience with using the new statistics, the information available for a wide range of distributive and service industries will be much improved. We hope that it will provide a basis for better estimates of output for these industries and of consumers' expenditure on them. In due course it may be possible to use the VAT statistics of turnover as a substitute for several of our existing statistical inquiries. An account of the statistics of value-added tax was given in a recent article by M. R. Noyce[2].

A recently tabled clause in the Finance Bill for 1973 now before Parliament seeks to enable HM Customs and Excise to pass to the BSO certain information obtained as a by-product of the administration of VAT. The information relates to the name and address, industrial classification, status, VAT registration number and figure of annual turnover of individual businesses registered for VAT. This information could be passed to the BSO in computer-readable form at little cost.

The proposal would enable the BSO to reduce considerably the burden of form-filling on industry and trade. It would do this in two ways. First, very many small firms could be exempted from statistical inquiries if the BSO know the nature of their business and their turnover from VAT records. Secondly, an up-to-date list of names and addresses of businesses combined with figures of turnover, would permit the BSO to introduce rotating sampling schemes into its statistical inquiries. The proposal would save the Government and industry money. Furthermore, it would provide the speediest and most economical way towards establishing and maintaining a central register of businesses to which the Government Statistical Service attaches considerable importance[3].

It is important to emphasise that the VAT information obtained by the BSO from Customs and Excise would be treated as strictly confidential and would be used only for the purpose of taking statistical surveys and for compiling a central register of businesses. Individual information would not be published separately, but only in aggregated form.

Technical developments at the BSO

No account of developments at the DTI can be complete without referring to technical developments at the BSO. The centralisation of the collection of economic statistics will take advantage of the many economies which a large computer and organisation can offer. But to exploit them fully requires a great deal of work in developing statistical methods and techniques. Some examples of this work, all of which are concerned with the quarterly inquiries into sales by manufacturing industry, are described in this section.

In principle, these new quarterly inquiries are complete censuses down to a certain threshold size or cut-off point. However, failure to respond, or simply slow response, means that they are in practice sample inquiries and it is necessary to estimate for the missing returns. Various methods have been considered, including ordinary and orthogonal regression estimators, but the method actually used is the ratio method as it is considered to be the most robust. The imputation program includes a routine which reduces the weight given to observations identified as 'atypical' (ie those which show a change from the previous period very different from the mean change) to avoid them having undue influence on the results.

(continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

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SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

STATISTICS AT THE DTI
continued

It would reduce both the pressure of work at the BSO and the form-filling burden on industry if some form of sampling scheme could be introduced for the quarterly inquiries. A major difficulty is that many products distinguished in these inquiries are made by relatively few firms. The direction in which the BSO is working, therefore, is to identify 'key respondents'—ie establishments whose sales of a product are large compared with those of other producers. These key respondents would be sent a form every quarter, but other establishments would be covered by a rotating sample. A good deal of work remains to be done before we can decide whether such a system would both significantly reduce the number of forms and produce reliable estimates. There is also the risk that response will be slower when quarterly returns are required for (say) one year in every four rather than as a routine matter once every three months.

Experience at the BSO has confirmed that there is a correlation between the length and complexity of statistical questionnaires and the difficulty of getting them completed and returned. There is also evidence that lengthy forms include many questions which are not relevant to any individual respondent. The average quarterly inquiry form has about 50 headings on it, whereas the typical establishment may make 10 products or less. One possible development would be to introduce more than one form type for each industry, bringing together on each form those products which typically are made by a single firm. The BSO has developed a computer program to measure the conditional probability that an establishment which makes product X also makes product Y, which may help in examining whether this would be practicable. They are also testing a form of cluster analysis. However, it is difficult to forecast the results of this investigation. Since industries are defined by their principal products, the answer may prove to be that the present industry forms are reasonably close approximations to an economical form design. On the other hand, the investigation may show that the average number of headings could be significantly reduced, at the expense of proliferating the number of forms. This is something a statistical office avoids if it can, so the balance of advantage will need to be judged carefully.

Conclusion

In bringing this fairly wide ranging paper to a close, I think it is worthwhile repeating the broad guidelines followed by the statisticians at the DTI and by the Government Statistical Service generally. These are to continue to improve the quality and range of the statistics we produce, to publish them wherever possible more promptly and in the most useful form and to minimise the burden of form-filling. We aim to be user-orientated and will continue to improve our statistics to satisfy, as far as we can, the ever changing and increasing demands of our users, who now include the European Communities. There remains a great deal of interesting and useful work to be done.

1. MOSER, Sir Claus and BEESLEY, I. B. (1973). UK official statistics and the European Communities. *JRSS* A. 136 Part 4.
2. NOYCE, M. R. (1972). The statistics of value-added tax. *Statistical News*, No. 19. HMSO.
3. BERMAN, L. S. (1969). The central register of businesses. *Statistical News*, No. 4. HMSO.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for June

THE export unit value index, on a balance of payments basis, rose by nearly 1 per cent in June; the index for imports rose by over 1½ per cent, the lowest increase for several months. There was a further fall, of one point, in the terms of trade index. In the second quarter of 1973 the export value index was 3½ per cent above that in the first quarter; over the same period the import unit value index rose by 8 per cent.

Commodity groups

In the second quarter of 1973 the export unit value index for manufactured goods rose by 3 per cent compared with the first quarter. This rise resulted from above average increases in the unit value indices for textiles and metals and a rise of 2½ per cent in the unit value index for machinery and transport equipment. The index for non-manufactures rose by 8 per cent.

The rise of 8 per cent in the unit value index for total imports in the second quarter of 1973 compared with the first quarter of the year was marginally lower than the increase recorded between the first quarter of 1973 and the last quarter of 1972. The 8 per cent rise was largely attributable to above average increases in the import unit values for food and basic materials. The import unit value index for fuels rose by 5 per cent in the second quarter of 1973 compared with the first quarter of 1973.

Notes

(a) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS **1961 = 100**

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1972	143	157	110	177	159
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	150
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	166
4th quarter	137	152	111	161	159
1972 1st quarter	139	155	111	170	156
2nd quarter	140	157	112	175	162
3rd quarter*	[144]	[160]	[111]	[169]	[141]
4th quarter	152	162	106	195	178
1973 1st quarter r	164	166	101	196	176
2nd quarter p	177	172	97	196	183
1972 January	140	154	110	160	157
February	139	154	111	173	160
March	140	156	112	177	150
April	140	156	112	175	158
May	139	157	113	175	157
June	140	157	112	176	172
July	142	158	111	158	156
August*	[145]	[162]	[112]	[143]	[100]
September*	[146]	[160]	[110]	[206]	[168]
October	147	161	110	202	183
November	152	161	106	198	177
December	157	163	104	187	172
1973 January	160	165	103	192	177
February	165	166	101	191	177
March	169	168	99	205	173
April p	173	171	99	185	187
May p	178	172	97	205	176
June p	181	174	96	200	185

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates. * Affected by the dock strike.

statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 21, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1972	143	153	128	120	151	157	135	161	134	139	160	172	156
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
3rd quarter*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
4th quarter	152	162	140	124	158	162	139	166	138	144	165	177	161
1973 1st quarter	164	179	157	134	164	166	152	169	144	149	172	178	164
2nd quarter	178	196	175	141	177	172	164	174	147	161	179	182	169
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157
February	138	148	120	117	146	154	130	159	134	134	156	169	154
March	139	148	121	118	148	156	133	160	138	135	158	171	156
April	140	149	124	118	147	156	132	161	137	138	158	172	154
May	140	149	124	117	148	157	133	161	135	138	158	172	156
June	141	150	127	116	149	156	133	161	136	142	156	172	154
July	143	150	129	117	152	158	135	162	136	136	158	174	157
August*	[145]	..	..	..	..	[162]	..	..	..	..	..	..	..
September*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
October	147	157	133	122	155	161	138	166	139	141	164	177	160
November	152	162	141	125	157	161	136	166	137	144	165	177	161
December	157	168	147	127	162	163	142	167	138	147	168	177	160
1973 January	159	172	151	129	162	165	149	168	143	147	170	178	163
February	164	180	156	135	162	165	148	169	144	151	171	177	165
March	169	183	163	137	168	168	158	170	144	149	175	178	165
April	174	188	170	136	175	171	160	173	147	157	180	182	165
May	179	198	177	142	175	172	165	174	149	163	179	181	168
June	182	201	178	144	179	173	166	175	145	163	180	183	172

* Affected by the dock strike.

(*continued on next page*)

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UNIT VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	162	104	101	216	241	164	159	165	215	142	137	154	205
1972	177	104	102	214	285	166	167	167	228	151	134	150	219
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	238	274	160	156	161	215	144	129	148	204
2nd quarter	179	108	104	217	285	174	171	176	246	157	143	158	222
3rd quarter *	[162]	..	..	..	..	[138]	..	..	..	..	..	..	..
4th quarter	192	110	112	215	318	191	206	189	253	175	156	171	240
1973 1st quarter	203	113	113	227	342	183	176	186	255	169	147	165	253
2nd quarter	200	105	111	231	342	194	184	197	275	181	151	173	270
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172
February	173	106	104	216	269	163	151	166	219	148	134	148	221
March	193	113	96	282	305	160	149	163	216	142	129	146	219
April	169	96	99	217	269	156	160	157	228	140	126	142	192
May	181	110	106	213	289	180	166	183	257	161	139	166	241
June	186	112	106	220	295	185	188	186	253	171	164	167	232
July	153	86	91	190	245	160	143	163	218	139	131	149	209
August *	[137]	..	..	..	..	[98]	..	..	..	..	..	..	..
September *	[196]	..	..	..	..	[157]	..	..	..	..	..	..	..
October	203	125	120	211	330	198	215	197	260	183	177	172	259
November	203	112	118	230	341	202	218	200	272	190	169	185	231
December	171	94	98	204	282	172	185	170	227	152	124	154	229
1973 January	216	132	122	246	348	189	183	192	260	170	154	173	250
February	177	90	101	203	304	174	161	177	235	157	136	158	245
March	217	118	117	232	374	187	184	190	269	179	151	163	263
April	178	97	103	208	298	187	177	191	253	160	140	161	300
May	218	112	120	241	379	197	192	199	288	191	157	183	235
June	203	104	111	243	348	197	182	202	284	193	155	176	274

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TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	234	233	150	144	152	195	133	128	146	177
2nd quarter	162	162	107	100	220	236	235	169	164	170	220	144	138	159	212
3rd quarter	160	160	102	101	202	239	239	170	175	169	218	142	137	157	213
4th quarter	165	165	100	98	213	256	256	166	155	170	225	150	144	154	219
1972 1st quarter	172	172	103	101	223	271	271	162	164	163	223	147	132	147	207
2nd quarter	174	174	104	103	208	271	271	169	171	170	235	154	137	156	224
3rd quarter *	[169]	..	..	..	..	..	..	[149]	..	..	..	..	..	..	..
4th quarter	193	193	109	112	216	327	327	185	191	185	253	166	150	169	239
1973 1st quarter	195	195	108	112	213	333	333	186	187	187	260	172	150	164	249
2nd quarter	198	198	106	114	226	331	331	191	186	193	264	179	147	166	281
1972 January	163	163	100	99	202	259	259	164	177	160	223	149	132	152	177
February	174	174	107	107	208	272	272	166	159	170	229	151	136	151	229
March	179	179	102	96	258	281	281	158	156	158	218	142	128	139	214
April	173	173	99	104	216	271	271	165	170	163	230	145	127	150	202
May	172	172	108	103	196	266	266	164	164	169	238	149	125	146	247
June	176	176	105	100	212	276	276	177	179	177	240	167	158	155	225
July	157	157	90	92	207	246	246	164	149	167	223	147	132	149	219
August *	[146]	..	..	..	..	..	..	[107]	..	..	..	..	..	..	..
September *	[205]	..	..	..	..	..	..	[176]	..	..	..	..	..	..	..
October	199	199	121	118	212	323	323	191	200	191	251	170	169	175	252
November	196	196	104	117	222	331	331	185	195	185	264	173	152	177	211
December	185	185	101	101	213	326	326	180	179	180	243	154	128	157	254
1973 January	193	193	115	106	212	326	326	187	186	188	259	170	155	168	241
February	190	190	98	110	212	327	327	186	183	189	254	169	146	168	256
March	203	203	109	118	214	346	346	183	194	184	266	177	149	156	252
April	188	188	104	111	212	310	310	197	189	199	260	172	148	171	306
May	206	206	110	118	226	346	346	183	187	184	257	173	140	158	260
June	201	201	104	112	241	338	338	194	183	197	275	193	154	168	276

* Affected by the dock strike.

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Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Cinema admissions and takings in March

DURING March, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 2.74 million and the weekly average of gross box office takings was £1.14 million. The comparable figures for March 1972 were 3.48 and £1.26 million respectively.

United Kingdom official reserves, July 1973

AFTER receipts of $300 million from public sector foreign currency borrowing the UK official reserves fell by $385 million during July to stand at $6,628 million at the end of the month.

Film and television material

OVERSEAS receipts of the film industry exceeded its payments overseas by not quite £8.5 million in 1972, the lowest external surplus since 1965. The overseas transactions of the BBC and the Independent television companies contributed just over £4 million to the balance of payments, a surplus exceeded only once (in 1971) since this series began in 1963.

Expenditure on both films and television material at £25 million increased only marginally from the level of 1971. Receipts from films, on the other hand, fell from £34 million to £28.4 million, while television receipts fell to £9.1 million from the high level of £10.6 million in 1971.

The figures discussed in this article are derived from an inquiry conducted by the Department of Trade and Industry into overseas transactions relating to the production and exhibition of cinematograph films and television material in 1972. The scope and coverage of the inquiry were identical with those of previous inquiries in this series, the last of which was reported in *Trade and Industry* of July 20, 1972.

Summary of results

Films

Table 1 shows the geographical distribution of receipts and payments in respect of the production and distribution of cinematograph films. Expenditure increased only slightly between 1971 and 1972, the main area of increase being Western Europe. The sharp fall in receipts was accounted for by those arising in North America.

The nature of the changes in expenditure and receipts between 1971 and 1972 can be seen in Table 2 which distinguishes transactions relating to production of films from those relating to performances. The fall of 16 per cent in receipts arose mainly in North America and affected both performances and production. While total expenditure did not alter greatly between 1971 and 1972, there was an increase of almost £4 million in overseas films rentals, largely offset by a decline in the amounts spent on production overseas, notably in North America.

United Kingdom subsidiaries of the major United States film companies again formed the predominant element in the figures and generally accounted for the changes in levels referred to above. Tables 3 and 4 show that these companies were responsible for 80 per cent of expenditure and over 60 per cent of receipts (and a still larger proportion of over 75 per cent of production receipts).

Television

The overseas transactions of the BBC and ITA programme contractors are shown in Tables 5 and 6. Expenditure, at £5 million in 1972, was virtually unchanged from the previous three years. Receipts fell to £9.1 million from the peak level of £10.6 million in 1971, but were still well above the level in earlier years.

Notes and definitions

The statistics cover the value of transactions between the United Kingdom and overseas residents in respect of the production, sales of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom.

They do not cover all the film companies' overseas transactions which affect the United Kingdom balance of payments since they do not include profits or capital transactions (except the provision of production finance).

Transactions relating to the Army Kinema Corporation are excluded throughout. The basis of the register of the inquiry was described in detail in the *Board of Trade Journal* of January 6, 1967. This register is brought up to date annually by using a list of producers and distributors who registered British films with the Department of Trade and Industry.

Returns were received from 195 film companies, of which 59 reported no overseas transactions. Firms were asked to report figures for the calendar year 1972 where possible, although some firms provided figures for their nearest accounting year. Six firms reported for an accounting year ending before December 31, 1972, and five companies for an accounting year ending after December 1972.

Firms were asked to return amounts against the geographical areas to which they were payable or from which they were receivable, irrespective of where they might first have been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debts to and credits from non-resident accounts. Receipts for production in the United Kingdom comprised amounts remitted from overseas or put up

TABLE 1. OVERSEAS TRANSACTIONS IN RESPECT OF CINEMATOGRAPH FILMS (a): ANALYSIS BY AREA 1968-72

£ million

	1968	1969	1970	1971	1972
Expenditure (b):					
Overseas Sterling Area	0.9	2.4	0.7	0.5	0.9
Western Europe	5.4	6.8	3.4	2.0	3.7
North America	14.9	17.5	11.1	16.4	15.2
Other Non Sterling Areas	0.2	0.1	0.1	0.5	0.2
Total	21.4	26.8	15.3	19.4	20.0
Receipts (c):					
Overseas Sterling Area	2.8	2.5	3.4	5.8	5.3
Western Europe	4.3	4.0	4.1	3.8	4.0
North America	36.2	29.7	18.0	22.9	17.3
Other Non-Sterling Area	1.2	4.5	1.2	1.5	1.8
Total	44.5	40.7	26.7	34.0	28.4
Of which receipts in respect of rights restricted television	0.8	2.8	1.6	1.7	1.5

(a) Includes transactions by film companies in respect of rights restricted to television.
(b) Sums payable to overseas residents.
(c) Sums receivable from overseas residents.

TABLE 2. OVERSEAS TRANSACTIONS IN RESPECT OF CINEMATOGRAPH FILMS: ANALYSIS BY AREA AND TYPE OF TRANSACTION: 1971 AND 1972

£ million

	1971 (a)					1972 (a)				
	Total	Overseas sterling area	Western Europe	North America	Other non-sterling area	Total	Overses sterling area	Western Europe	North America	Other non-sterling area
Expenditure (b)	19.4	0.5	2.0	16.4	0.5	20.0	0.9	3.7	15.2	0.2
(i) Performances in cinemas or on television	14.3	0.1	1.7	12.5	—	18.1	0.3	3.1	14.7	—
(ii) Production of films etc.	5.1	0.4	0.3	3.9	0.5	1.9	0.6	0.6	0.5	0.2
Receipts (c)	34.0	5.8	3.8	22.9	1.5	28.4	5.3	4.0	17.3	1.8
(i) Performances in cinemas or on television	11.2	4.1	2.2	4.0	0.9	10.1	4.5	2.5	2.2	0.9
(ii) Production of films etc.	22.8	1.7	1.6	18.9	0.6	18.3	0.8	1.5	15.1	0.9

Notes- See Table 1

TABLE 3. OVERSEAS TRANSACTIONS IN RESPECT OF CINEMATOGRAPH FILMS: ANALYSIS BY TYPE OF TRANSACTION AND CATEGORY OF COMPANY: 1971 AND 1972

£ million

	1971 (a)			1972 (a)		
	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Expenditure: (b)						
(i) Performances in cinemas or on television	14.3	12.5	1.8	18.1	15.7	2.4
(ii) Production of films etc.	5.1	3.3	1.8	1.9	0.2	1.7
Total payable	19.4	15.8	3.6	20.0	15.9	4.1
Receipts: (c)						
(i) Performances in cinemas or on television	11.2	4.6	6.6	10.1	4.1	6.0
(ii) Production of films, etc.	22.8	18.6	4.2	18.3	14.0	4.3
Total receivable	34.0	23.2	10.8	28.4	18.1	10.3

Notes: See Table 1.

TABLE 4. OVERSEAS TRANSACTIONS OF THE UNITED KINGDOM SUBSIDIARIES OF THE MAJOR UNITED STATES FILM COMPANIES: ANALYSIS BY AREA: 1971 AND 1972

£ million

	1971 (a)				1972 (a)			
	Total	Western Europe	North America	Other countries	Total	Western Europe	North America	Other countries
Expenditure (b)								
(i) Performances in cinemas or on television	12.5	..	11.3	..	15.7	..	13.4	..
(ii) Production of films, etc.	3.3	..	..	..	0.2	..	..	..
Receipts (c)								
(i) Performances in cinemas or on television	4.6	1.0	..	2.2	4.1	1.4	..	2.5
(ii) Production of films, etc.	18.6	0.1	17.3	1.2	14.0	0.3	13.6	0.1

Notes: See Table 1.

from amounts held in the United Kingdom on behalf of overseas residents, and sums applied to the repayment of loans raised in the United Kingdom. Amounts for film production, including work on location abroad remitted from the United Kingdom or put up from amounts held overseas on behalf of United Kingdom residents, were included as debits.

Firms were asked to state separately the amounts receivable in respect of rights relating solely to television (see Table 1); the corresponding payments for foreign films for television showing are thought to be small.

There is some overlap between these statistics and those for imports and exports of exposed cinematograph film in the Overseas Trade Accounts. The import and export figures for 1972, £6.4 and £10.6 million respectively, however, include a number of items not covered by the inquiry, for example, film flown in from units on location abroad for processing and immediate return to the unit abroad, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give an exact indication of the extent of the overlap, but it is probably of the order of half the export figure in the Overseas Trade Account and a rather higher proportion of the import figure.

TABLE 5: OVERSEAS TRANSACTIONS OF THE BBC AND ITA PROGRAMME CONTRACTORS 1968-72 (d)

£ million

	1968(e)	1969(e)	1970(e)	1971(e)	1972(e)
	Total	Total	Total	Total	Total
Expenditure (b)	4.1	5.2	4.8	4.9	5.0
Receipts (c)	5.1	6.9	5.7	10.6	9.1

(b) and (c) See Table 1.
(d) Includes transactions in respect of BBC sound broadcasting.
(e) Includes transactions in respect of Independent Television News.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual firms.

In the tables:

— means nil or negligible, ie less than half the final digit shown.

.. means 'not available.'

TABLE 6: SUMMARY OF OVERSEAS TRANSACTIONS OF THE BBC AND ITA PROGRAMME CONTRACTORS, ANALYSIS BY AREA 1971 AND 1972 (d)

	1971 (e)					1972 (e)				
	Total	Overseas sterling area	Western Europe	North America	Other non-sterling area countries	Total	Overseas sterling area	Western Europe	North America	Other non-sterling area countries
Expenditure: (b)	4.9	0.4	1.3	3.0	0.2	5.0	0.3	1.6	2.9	0.2
Receipts: (b)	10.6	1.5	2.2	6.7	0.2	9.1	1.8	2.0	5.0	0.3

Notes: See Table 5.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

HIGH COURT OF JUSTICE
Senior Official Receiver: A. T. Cheek

COMPANIES WINDING-UP
Inveresk House, 346 Strand, London WC2R 0HJ (Tel: 01-836 7733)
Official Receivers: L. R. Bates; N. Saddler; D. A. Williams

BANKRUPTCY
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: R. B. Howard; J. Tye

Birmingham
Commercial Union House,
Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
A. D. Gwyther; J. F. Hirst

Bournemouth
Burlington Arcade,
Bournemouth BH1 2JS
(Tel: 0202-28208/9)
A. H. Horler

Bradford
West Riding House,
Cheapside, Bradford BD1 4LJ
(Tel: 0274-33651/2)
V. Duffy

Brighton
Windsor House (East Entrance),
30-35 Edward Street, Brighton BN2 2JZ
(Tel: 0273-64301/2)
J. F. O'Reilly

Bristol
Avon House, Telephone Avenue,
Bristol BS1 4BN
(Tel: 0272-22852)
D. S. Clackett

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49 Bateman Street,
Cambridge CB2 1LT
(Tel: 0223-53930 and 59646)
R. F. Savage

Canterbury
Lombard House,
12-17 Upper Bridge Street, Canterbury
(Tel: 0227-62070 and 65037)
A. R. Haigh

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9th Floor, 24/26 Newport Road,
Cardiff CF2 1SH
(Tel: 0222-35075)
B. J. Longley

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Chester CH3 5AR
(Tel: 0244-21471/2)
K. Matthewson

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Croydon CR9 1TX
(Tel: 01-686 4961)
R. A. D. Copper

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Exeter EX4 3JU
(Tel: 0392-55445)
A. J. Seldon

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Gloucester GL1 1ST
(Tel: 0452-21658/9)
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Hull HU1 3XF
(Tel: 0482-23720 and 23729)
J. E. Friend

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Ipswich IP1 1LX
(Tel: 0473-56731)
T. A. Tuck

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Leeds LS1 5BX
(Tel: 0532-28011/2)
W. A. Bishop

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Prospect House, 94 Regent Road,
Leicester LE1 7DE
(Tel: 0533-22251/3)
H. Roach

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Liverpool L2 0RQ
(Tel: 051-236 8397/8)
R. W. F. Pagan

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Salford M3 5AB
(Tel: 061-832 2471)
K. A. Miller; A. N. Percy

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St. Nicholas Street, Newcastle upon Tyne
NE1 1RF (Tel: 0632-21104/5)
F. Durkin

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Northampton NN1 5QA
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R. F. Savage

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Nottingham NG1 7EP
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3 Blagrave Street, Reading RG1 1QE
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Gordon House, Star Hill,
Rochester
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(Tel: 0742-26691/3)
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Teesside TS18 3BP
(Tel: 0642-65598/9)
F. Durkin

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Stoke-on-Trent ST4 1QN
(Tel: 0782-45256/8)
A. K. Sales

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166/167 Helens Road, Swansea SA1 5DL
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P. W. Nunn

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Watford WD1 1HJ
(Tel: 0923-44288)
F. L. Sage

TOURISM

Foreign arrivals in the United Kingdom during May

ABOUT 550,000 foreign visitors including all travellers from EEC countries, arrived in the United Kingdom in May 1973, an increase of about 5½ per cent over last year, according to a notice issued jointly by the Department of Trade and Industry and the British Tourist Authority. (The figures exclude visitors from the Irish Republic and Commonwealth citizens).

The total for the first five months of the year is now over 2 million, representing a 10 per cent increase over the same period last year.

EEC countries

Total arrivals from EEC countries (excluding the Irish Republic) were 266,000 during May, 5 per cent more than last year.

Other foreign countries

Foreign arrivals from non-EEC countries were 284,000 for the month, a 6 per cent increase over 1972. This included a rise of 72 per cent in arrivals from Japan. Visitors from the United States were about the same as last year, reflecting the present unfavourable trend for transatlantic travel to Europe, which is affecting results in the short term.

Seasonally adjusted figures

Seasonally adjusted total arrivals from EEC countries and foreign visitor arrivals from non-EEC countries both rose by about 10 per cent for the period January-May inclusive.

Notes

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

Following the entry of the United Kingdom into the European Economic Community, since when citizens of Community countries can enter the United Kingdom without having to state their purpose of visit, or expected length of stay, total arrivals from member countries of the Community are shown instead of visitors entering for a stay of under one year. Corresponding figures for 1972 and earlier years are included for comparison purposes.

For other countries visitors entering for a stay of under one year are shown as before.

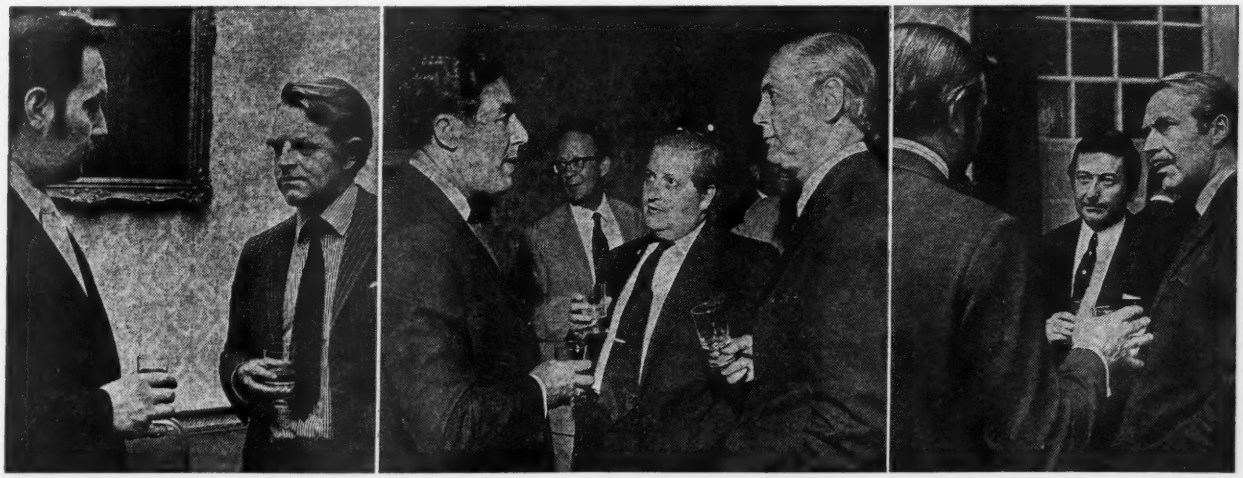
Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1973 compared with a year earlier was partly due to Easter having been later that year than 1972. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying date of Easter on a number of Western Europe visitors.

FOREIGN ARRIVALS

Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries							
			Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1972										
Jan.	124	240	32	60	56	141	31	51	119	252
Feb.	105	224	30	56	46	136	25	50	101	242
Mar.	240	254	51	64	84	153	34	52	169	269
Apr.	234	253	50	64	114	144	41	51	205	259
May	253	216	54	54	166	139	49	47	269	240
June	254	215	77	54	213	120	61	50	351	224
July	472	212	126	53	242	107	86	49	454	209
Aug.	358	202	72	51	213	104	86	51	371	206
Sept.	244	228	61	58	199	135	72	51	332	244
Oct.	195	248	59	62	129	144	51	51	239	257
Nov.	137	236	43	59	79	148	33	52	155	259
Dec.	169	257	45	65	71	141	41	55	157	261
1973										
Jan.	139	269	35	66	60	144	34	52	129	262
Feb.	132	282	36	65	51	148	29	57	116	270
Mar.	170	266	44	78	88	155	46	69	178	302
Apr.	334	265	78	77	129	161	49	61	256	299
May	266	225	56	56	167	142	61	59	284	257

Total arrivals = all persons admitted, including long stay and short stay visitors from EEC countries.
Foreign visitors = all persons entering for visits of under one year from non-EEC countries, excluding Commonwealth countries.
UA = unadjusted. SA = seasonally adjusted. Source: Home Office



Representatives of the British tourist industry were invited to an informal dinner in London last week by Mr. Christopher Chataway, Minister for Industrial Development. Mr. Chataway was accompanied by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, who is responsible for tourism, and senior officials of the Industrial Development Executive. From the left: Mr. Rudi Prinz, general manager (Europe), Skyline Hotels; Mr. Chataway; Mr. G. Hill, managing director, British Transport Hotels; Sir Jack Rampton (background), Secretary (Industrial Development), DTI; Mr. R. F. Prosser, Deputy Secretary, DTI; Prof. John Fuller, president, Hotel, Catering and Institutional Management Association; Mr. M. K. Gregory, owner of the Mermaid Hotel, Rye, Sussex, which has won the Queen's Award to Industry for export achievement in view of its earnings from tourists; and Mr. Grant. The industry is experiencing a record year, with over 2 million foreign visitors arriving in the first five months—an increase of 10 per cent over 1972.

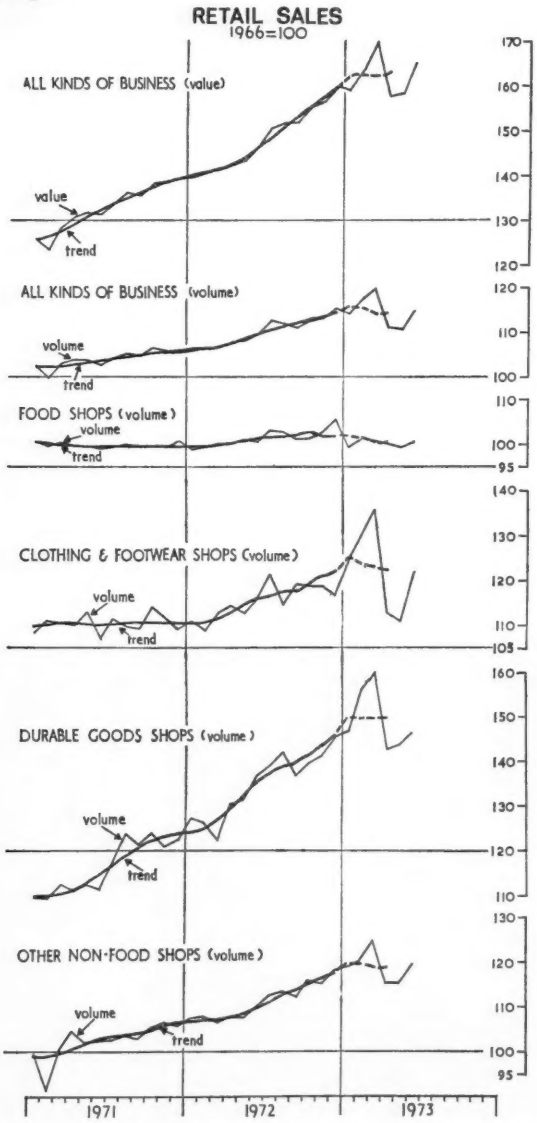
RETAIL TRADE

Retail sales in June

THE seasonally adjusted index of the volume of retail sales in June is 114.8 (1966 = 100). This shows a recovery from the low levels in April and May which reflected the after-effect of pre-VAT spending earlier in the year. In June there were increases in all of the four broad kinds of business, with the largest occurring in clothing and footwear shops.

The volume of sales in June was much the same as the monthly average for the first five months of the year, which probably take in the full effects of the pre-VAT spending. While the present trend is still unclear, the underlying movement of retail sales during the first six months of the year may have been broadly flat.

In the first half of 1973, the total volume of sales was nearly 7 per cent higher than in the corresponding period of 1972. Over this period, sales by clothing and footwear shops were up by 9 per cent, sales by durable goods shops by 16 per cent, and sales by other non-food shops (which include department stores and mail order businesses) by 10 per cent. Sales by food shops were virtually unchanged.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The June 1973 sales period was the five weeks from May 27, 1973 to June 30, 1973. The corresponding period in 1972 was from May 28, 1972 to July 1, 1972.

(†) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) — 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	101.1	100.8	101.3	100	103	101
1968	103.1	101.4	104.4	104	109	103
1969	102.4	102.1	102.7	104	104	101
1970	103.6	101.8	104.9	108	107	103
1971	103.8	99.7	107.0	110	116	102
1972	110.0	101.3	116.8	115	135	111
1971 3rd quarter	104.4	99.5	108.2	110	121	103
4th quarter	105.9	100.0	110.4	111	122	106
1972 1st quarter	106.3	99.4	111.5	111	125	107
2nd quarter	108.5	100.5	114.7	114	133	108
3rd quarter	111.8	102.1	119.2	118	139	113
4th quarter	113.7	103.1	121.8	118	143	117
1973 1st quarter	117.1	100.3	130.0	130	154	121
2nd quarter	112.4	100.3	121.7	116	144	117
1972 October	112.4	101.1	121.1	119	140	116
November	113.0	102.6	121.0	119	141	115
December*	115.2	105.2	123.0	117	146	118
1973 January	114.2	99.3	125.6	124	147	119
February	117.1	101.2	129.3	130	155	120
March*	119.4	100.5	134.0	135	159	124
April	111.1	100.0	119.5	113	142	115
May	110.7	99.3	119.5	111	143	115
June*	114.8	101.3	125.2	122	146	120
1973 Jan.-Mar.	117.1	100.3	130.0	130	154	121
Apr.-June	112.4	100.3	121.7	116	144	117
Percentage increase	−4.0	—	−6.4	−11	−6	−4

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) — 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	102.8	102.6	103.0	102	104	103
1968	109.1	107.5	110.3	108	114	110
1969	114.2	114.6	113.9	113	114	114
1970	122.2	121.0	123.2	123	125	123
1971	132.7	130.7	134.2	134	143	131
1972	148.6	142.3	153.3	150	170	149
1971 3rd quarter	135.1	132.7	137.0	136	150	134
4th quarter	138.7	135.7	141.0	138	152	138
1972 1st quarter	140.8	137.0	143.8	140	156	141
2nd quarter	144.2	138.3	148.7	147	165	144
3rd quarter	151.5	144.6	156.8	155	175	151
4th quarter	157.6	149.4	163.9	159	184	160
1973 1st quarter	164.9	150.8	175.6	177	199	167
2nd quarter	161.0	155.7	165.0	162	184	160
1972 October	155.4	146.4	162.4	159	180	158
November	156.7	148.6	163.0	160	183	158
December*	160.2	152.6	166.0	158	188	162
1973 January	159.4	146.9	169.0	168	188	163
February	164.7	151.7	174.6	177	199	165
March*	169.4	153.3	181.7	185	208	171
April	158.0	154.0	161.1	156	180	157
May	158.8	154.9	161.9	156	182	158
June*	165.1	157.8	170.7	173	187	164
1973 Jan.-Mar.	164.9	150.8	175.6	177	199	167
Apr.-June	161.0	155.7	165.0	162	184	160
Percentage increase	−2.4	3.2	−6.0	−8	−8	−4

Hire purchase and other instalment credit business in June 1973

FINANCE houses and retailers advanced £225 million in new instalment credit agreements in June (in seasonally adjusted terms). This was a little more than in April or May and brought total lending during the second quarter to £666 million, 13 per cent less overall than in the first quarter of the year and a little less than in the fourth quarter of 1972. Retailers' lending decreased by 8 per cent and finance houses' by 18 per cent between the first and second quarters.

The value of retailers' instalment credit sales in the second quarter was also 8 per cent less than in the first. Durable goods shops recorded a 10 per cent decrease and their lowest quarterly sales for over a year. Sales by department stores and other instalment credit retailers (mainly mail order houses) in the second quarter were 7 per cent less than in the first but were higher than in other previous quarters.

The total value of instalments owing to retailers increased by £9 million in June and £25 million in the second quarter. The debt outstanding to finance houses increased by £23 million and £53 million respectively in the same periods. The combined total of £78 million in the quarter was well below other recent quarterly increases. At the end of June the total debt outstanding was £2,256 million (*not* seasonally adjusted), 27 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	76
1972	2,497	424	1,222	296	1,275	128
1971 3rd quarter	572	107	285	74	287	33
4th quarter	572	83	274	61	298	22
1972 1st quarter	575	87	273	57	302	30
2nd quarter	612	108	304	75	308	33
3rd quarter	640	123	309	75	331	48
4th quarter	670	106	336	89	334	17
1973 1st quarter	770	177	402	136	368	41
2nd quarter	666	78	329	53	337	25
1972 October	219	33	108	26	111	7
November	230	42	119	31	111	11
December	221	31	109	32	112	− 1
1973 January	261	66	138	53	123	13
February	246	47	125	37	121	10
March	263	64	139	46	124	18
April	220	35	109	22	111	13
May	221	11	109	8	112	3
June	225	32	111	23	114	9
1973 Jan.-Mar.	770	177	402	136	368	41
Apr.-June	666	78	329	53	337	25
Percentage increase	*−13*		*−18*		*−8*	
Debt outstanding at December 31, 1972 (unadjusted)	—	2,047	—	1,306	—	741

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1971 3rd quarter	143	154	145	136
4th quarter	147	153	145	144
1972 1st quarter	149	151	152	148
2nd quarter	153	163	157	146
3rd quarter	164	167	164	162
4th quarter	165	166	155	166
1973 1st quarter	183	177	188	186
2nd quarter	168	159	176	173
1972 October	164	160	163	166
November	165	168	163	164
December*	166	168	141	168
1973 January	183	173	172	190
February	180	175	197	182
March*	185	183	196	185
April	166	159	172	170
May	168	158	178	174
June*	170	160	177	176
1973 Jan.-Mar. av.	183	177	188	186
Apr.-June av.	168	159	176	173
Percentage increase	*−8*	*−10*	*−7*	*−7*

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by June 1973 sales was the five weeks from May 27, 1973 to June 30, 1973. The corresponding period in 1972 was from May 28, 1972 to July 1, 1972.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 9,000 commodity headings); there are 190 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Metal-working machine tools in the year 1972

THE detailed figures for manufacturers' sales and new orders received for metal-working machine tools in the second, third and fourth quarters of 1972 and the year 1972 as a whole are shortly to be published (together with details of physico/chemical machinery) in Business Monitor P64. The Monitor will also include revised figures for the fourth quarter of 1971 and first quarter of 1972.

Summary

The information from the quarterly inquiry summarised in Tables 1 and 2, shows that although for the year 1972 as a whole sales were substantially lower than in 1971 for all main classes of machine tools, there was a sharp recovery in sales and in the level of new orders from about the middle of 1972.

New orders, which had reached a low level at the end of 1971, grew very strongly especially for the home market, and the total for 1972 was significantly higher than in the previous year. The recovery in sales and orders is evident in the figures for both home and export markets and confirms the earlier evidence of the strong upturn in activity provided by the monthly Business Monitor data, which is based on returns from a sample of machine tool manufacturers.

In Table 3 the relative movements shown by the quarterly statistics are compared with the changes shown by the provisional monthly estimates already published up to February 1973. The more complete information in the quarterly inquiry will be used to improve both the sample coverage of the monthly survey and the basis of grossing up and adjusting the sample data to provide estimates consistent with the quarterly statistics.

The figures in detail

The fall in the value of total sales between 1971 and 1972 was mainly a consequence of the low level of industrial investment at home and in the main market overseas. The decrease of 13 per cent masks a somewhat greater decline in real terms owing to the rising level of prices. Each of the three main classes of machine tools, however, showed a marked recovery of sales in the second half of 1972, based largely on an improved volume of deliveries to the home market. Although the £16 million of Government orders placed last summer helped to bring this about, it by no means accounted for the total rise in sales.

The pattern of recovery in sales after the second quarter was paticularly marked in the case of numerically controlled machine tools, total sales of which nearly doubled between the exceptionally low second quarter of last year and the fourth quarter. Home sales more than doubled and exports increased by 77 per cent. Sales of non-numerically controlled metal cutting tools showed a similar but less marked trend; the increase between the second and third quarters was wholly accounted for by increased home sales, with the rise in export sales coming a quarter later. Sales of non-numerically controlled forming tools both at home and abroad followed a more erratic quarterly pattern, but in total showed an increase between the two halves of last year. The results of the monthly inquiry for the first two months of 1973 (see Table 3) suggest further growth in total sales of machine tools over the level reached in the fourth quarter with some movement from the export market to the home market.

The recovery in new orders for machine tools commenced, as usual, rather earlier than the improvement in sales. While the increase in new orders was far from uniform for each broad class of machine, total new orders for all classes combined showed a continued growth throughout 1972, as Table 2 indicates.

The total of orders received in the third quarter showed an especially marked increase, with a rise of nearly 40 per cent on the previous quarter. The higher rate of receipt of new orders was maintained through the fourth quarter and, on the basis of evidence from the monthly sample inquiry, into the first quarter of 1973. Export orders increased steadily between the second and fourth quarters of last year, while home orders jumped by 50 per cent between the second and third quarters and fell very slightly in the fourth. The rate of order-taking both from abroad and from the home market seems to have been more than maintained in the first quarter of this year.

The quarterly pattern of order-taking in 1972 was markedly different between the three main groups distinguished. However, comparing the second half of 1972 with the first half, there were substantial increases in the rate of intake of new orders for all three classes of machine tools and for both home and export markets. There was an especially sharp rise in home orders in the third quarter and this was probably partly a result of the bringing forward of Government orders.

Mainly in consequence of the strong rise in new orders during 1972 the rate of receipt of total new orders in the fourth quarter was nearly 70 per cent higher than a year earlier. For numerically controlled machine tools the rate of ordering was more than double that in the corresponding quarter of 1971 while for the other two

TABLE 1. SALES

£ million

	Numerically controlled machine tools			Non N C metal-cutting machine tools			Non N C metal-forming machine tools			Total metal-working machine tools		
	Total	Export	Home	Total	Export	Home	Total	Export	Home	Total	Export	Home
1971	18.8	9.6	9.2	137.3	..	..	51.4	..	..	207.7	86.0	121.7
1972	11.6	5.1	6.5	121.0	48.5	72.7	47.8	17.1	30.7	180.6	70.7	109.9
1971 4th quarter	4.1	1.9	2.2	31.2	13.1	18.1	12.5	4.9	7.6	47.9	20.0	27.9
1972 1st quarter	3.0	1.4	1.6	31.8	12.4	19.4	10.8	4.1	6.7	45.6	18.0	27.6
2nd quarter	1.8	0.8	1.0	27.6	12.0	15.6	12.7	4.9	7.8	42.1	17.7	24.4
3rd quarter	3.2	1.4	1.8	29.3	11.4	17.8	11.2	3.6	7.6	43.6	16.4	27.2
4th quarter	3.6	1.5	2.1	32.4	12.7	19.8	13.3	4.5	8.8	49.3	18.7	30.7
% changes												
1972 on 1971	−38	−47	−29	−12			−7			−13	−18	−10
4th quarter 1972 on 4th quarter 1971	−13	−21	− 6	+ 5	−3	+10	+5	−9	+13	+ 3	− 6	+10

TABLE 2.

£ million

	Numerically controlled machine tools			Non N C metal-cutting machine tools			Non N C metal-forming machine tools			Total metal-working machine tools		
	Total	Export	Home	Total	Export	Home	Total	Export	Home	Total	Export	Home
1971	11.1	5.5	5.6	..	..	..	..	..	..	154.2	73.3	80.9
1972	17.1	6.0	11.2	123.4	45.4	77.9	48.6	18.8	29.9	189.2	70.1	119.0
1971 4th quarter	2.9	1.6	1.2	23.3	8.8	14.5	9.5	3.9	5.6	35.7	14.3	21.4
1972 1st quarter	2.6	1.3	1.3	25.6	11.1	14.5	9.8	3.7	6.2	38.0	16.0	22.0
2nd quarter	2.5	1.2	1.3	25.5	9.4	16.1	11.9	45.0	6.9	39.9	15.5	24.4
3rd quarter	8.5	2.6	5.9	35.5	11.9	23.6	11.4	4.5	6.9	55.3	18.9	36.4
4th quarter	3.6	0.9	2.7	36.8	13.1	23.7	15.4	5.7	9.7	55.8	19.7	36.1
% changes												
1972 on 1971	+54	+ 9	+100							+23	− 4	+47
1972 4th quarter on 1971 4th quarter	+26	−43	+118	+58	+49	+63	+62	+46	+72	+56	+38	+69

TABLE 3. CHANGES AS SHOWN BY MONTHLY AND QUARTERLY INQUIRIES

(Index numbers 1972 Q1 = 100)

	Sales						New Orders					
	Quarterly Inquiry			Monthly Inquiry			Quarterly Inquiry			Monthly Inquiry		
	Total	Export	Home	Total	Export	Home	Total	Export	Home	Total	Export	Home
Value £ million in 1972 1st quarter	45.6	18.0	27.6	42.5	17.1	25.4	38.2	16.0	22.1	30.2	10.9	19.3
1971 4th quarter	105	111	101	103	113	95	93	89	97	104	116	98
1972 1st quarter	100	100	100	100	100	100	100	100	100	100	100	100
2nd quarter	92	98	88	86	94	81	104	97	110	105	118	98
3rd quarter	96	91	99	88	79	95	145	118	165	172	133	194
4th quarter	108	104	111	107	106	108	146	123	163	170	143	185
1973 1st quarter (a)	..	..	..	125	101	141	..	..	..	178	161	188

(a) January and February at a quarterly rate.

classes of machine tools it was about two thirds higher. For the year 1972 as a whole, the receipt of new orders was nearly 50 per cent more than in 1971.

Comparison of quarterly and monthly data

The quarterly statistics to be published in Business Monitor P64 and summarised in this article are based on a full survey of establishments in the United Kingdom employing 25 or more persons. These statistics provide more complete measures of changes in sales and new orders of machine tools than those derived from the sample of manufacturers on which the provisional estimates from the monthly inquiry are based. As the sample monthly figures become available before the quarterly data it is useful to compare both sets of data as a guide to the reliability of the monthly series. This has been done in Table 3.

For convenience Table 3 has been presented in index form, based on first quarter 1972 = 100. The selection of first quarter 1972 as the numerical base is to avoid a distortion in the new orders series between the fourth quarter of 1971 and the first quarter of 1972, due to the incorporation of the monthly inquiry into the new system of industrial statistics as from the beginning of 1972. Although the monthly sample inquiry data do not give exactly the same index numbers as the quarterly inquiry for similar sectors of sales and orders, it will be seen that, with some exceptions, the general movements from quarter to quarter are of similar magnitude and in the same direction. For example, for total sales the comparisons are as follows:

	1971	1972			
	1st qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Quarterly Inquiry	105	100	92	96	108
Monthly Inquiry	103	100	86	88	107

Some other comparisons are not nearly so good and the series for new orders as a whole does not march in step as well as sales. Nevertheless Table 3 shows that the broad movements given by the monthly statistics have been correct and that the general recovery in sales and orders during 1972 which they indicated some months ago has been confirmed by the definitive quarterly inquiry statistics which are now available.

New monthly series

With the quarterly inquiry results now available from the new system of industrial statistics, it will be possible to increase the sample coverage of the monthly inquiry and to improve the method of grossing up the provisional sample estimates to make them consistent with the quarterly inquiry data. This will, however, involve on a continuing basis some retrospective revision of the monthly series after the latest quarterly inquiry data has been finalised.

It is hoped shortly to issue the new monthly series of statistics for metal-working machine tools in a Business Monitor which will bear a new reference PM332 instead of P64.

Inquiries

Copies of the Business Monitor are available on subscription of £1.00 per annum (including postage) from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Inquiries about this article should be addressed to: The Department of Trade and Industry, Room 606, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-799 5688 ext. 46).

TEXTILES

Orders and deliveries in May

In the three months ended May 1973 net new orders received by the textile industry were provisionally estimated to have been 3 per cent less than in the three months ended February 1973: deliveries were 2 per cent higher. Orders-on-hand at the end of May were 3 per cent more than at the end of February. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)	Net new orders	Deliveries
	December 1962 = 100	Average 1963 Deliveries = 100	Average 1963 Deliveries = 100
1963	117	105	100
1964	129	106	103
1965	124	103	104
1966	105	97	102
1967	118	102	99
1968	144	118	111
1969	134	113	113
1970	125	112	114
1971	126	113	113
1972	135	124	122

	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter	135	135	149	138	138	130
1973 1st quarter	151	145	151	146	134	135
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December	135	135	133	145	127	136
1973 January	139	137	132	133	120	127
February	146	143	158	153	137	134
March	151	145	164	152	145	145
April	155	149	140	144	128	130
May p	153	147	124	123	132	130

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

TEXTILES

Output in the wool textile industry

THE volume of production in the wool textile industry in May 1973 was 1 per cent less than in May 1972.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to May 1973 deliveries of woven fabrics (excluding blankets) were 12 per cent more than in the corresponding period of 1972; deliveries of worsted yarn (excluding semi-worsted yarn) were 6 per cent more. Production of wool and hair tops was 1 per cent less and that of man-made fibre tops 21 per cent more.

OUTPUT IN THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1972	152.3	75.1	45.9	130.9	101.6	119.4	100.1	34.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	8.7
2nd quarter	39.3	19.5	11.8	33.8	26.6	30.7	24.7	6.8
3rd quarter	36.0	18.1	10.8	29.8	23.5	29.9	23.4	8.5
4th quarter	39.8	19.0	12.4	35.2	27.2	31.9	27.3	10.5
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	30.9	29.3	10.3
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3
May	13.8	6.6	4.3	12.0	9.6	11.2	8.6	2.1
June	13.7	6.8	3.9	11.7	9.0	10.8	8.5	2.4
July	11.4	6.6	4.0	8.1	6.9	9.0	7.6	2.2
August	11.1	4.6	3.2	10.7	8.5	10.8	7.4	3.1
September	13.5	6.9	3.6	10.9	8.1	10.1	8.4	3.2
October	13.4	6.2	4.2	11.9	9.6	11.7	9.4	3.8
November	14.1	6.9	4.3	12.4	9.5	11.3	9.9	3.3
December	12.3	5.9	3.9	10.9	8.1	8.9	8.0	3.4
1973 January	14.3	6.8	4.2	12.9	9.5	10.4	9.8	3.9
February	12.3	6.1	4.0	11.3	8.6	9.4	9.2	3.0
March	14.1	7.0	5.1	12.6	9.7	11.1	10.3	3.4
April	11.4	5.6	4.6	10.3	7.8	9.0	8.5	3.0
May	11.5	5.5	4.9	11.1	8.5	11.6	8.9	3.0

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In May deliveries of semi-worsted yarn were 0.9 million kilos.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, August 3, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Erskine Bridge	BR/E 36959/5/8/78	23	August 1	Cinema International Corporation (UK)	International Film Associates (Scotland) Ltd.
The Hireling	BR/E 36960/5/8/78	100	August 2	Columbia-Warner Distributors Ltd.	World Film Services Ltd.
Movietone News 2304	BR/E 36888/5/8/78	7	August 3	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2304A	BR/E 36889/5/8/78	8	August 3	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The King of Marvin Gardens	F 36958	104	August 1	Columbia-Warner Distributors Ltd.	Happenings Productions Inc.
Heavy Traffic	F 36961	75	August 2	Black Ink Films Ltd.	Steve Krantz Productions

Correction to the Register.
The playing time of the film 'The Five Crazy Boys' (EC 36937/22/7/78) registered on July 16, 1973, has been corrected to 84 minutes.

Catalogues of Government Publications

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
current account (M)	July 19 1973
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	July 12 1973
Catering trades turnover (M)	July 12 1973
Chemicals industry activity (Q)	Aug 2 1973
Companies:	
acquisitions and mergers (Q)	May 24 1973
new registrations:	
Gt. Britain (M)	July 26 1973
N. Ireland (M)	Aug 2 1973
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	July 26 1973
Engineering industries, sales and orders (M)	Aug 2 1973
Film industry:	
British Film Fund Agency returns (M)	June 14 1973
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	This week
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	July 5 1973
Footwear industry:	
production, orders and deliveries (M)	July 19 1973
Foreign exchange, official reserves (M)	This week
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	June 14 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	July 26 1973
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	July 19 1973
N. Ireland index (M)	July 19 1973
Wales index (Q)	July 5 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	June 14 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	This week
Man-made fibres:	
deliveries (Q)	May 31 1973
production (M)	July 26 1973
production, quarterly analysis (Q)	May 31 1973
Motor industry:	
car and commercial vehicle production (M)	Aug 2 1973
estimated figures (M)	July 19 1973
motor trade turnover (M)	June 14 1973
Office development permits (Q)	June 28 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	This week
value, analysis of trends (Q)	June 7 1973
(*see also* Balance of payments)	
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	July 26 1973
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	Aug 2 1973
stocks (M)	July 12 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	June 21 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	July 12 1973
retail (M)	July 12 1973
Television, overseas payments and earnings (A)	This week
Textiles:	
activity in the industry (Q)	Aug 2 1973
carpet sales (M)	July 26 1973
cotton industry production (M)	Aug 2 1973
hosiery production (M)	Aug 2 1973
made-up clothing, orders and deliveries (M)	July 26 1973
orders and deliveries (M)	This week
wholesale houses' sales (M)	July 19 1973
wool exports (Q)	June 14 1973
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	This week
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	July 19 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	July 5 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Aug 2 1973
ECGD local offices	This week
Guide to DTI	May 31 1973
Official Receivers' offices	This week
Programme of trade promotions	July 19 1973
Release dates of economic statistics	July 26 1973

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MINISTRY OF DEFENCE

August 15/16, 1973 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel: 03292 4211)

Approx, 1,700 lots of miscellaneous stores, including clothing; furniture, desks, tables, wardrobes, binoculars; clocks and watches; electrical, MT and wireless spares; kitchen ware; photographic equipment; scrap ferrous and non-ferrous metals; tyres, fork lift trucks; machine tools, small quantity of vehicles; towed scraper, etc.

August 30, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs (Tel: 0283-64657)

Miscellaneous stores including, household and kitchen equipment; furniture; vehicle tyres and spares; textiles; electronic and engineering stores; aircraft spares; machine tools and other general stores.

September 5/6, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Nottingham

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602-54272)

Over 1,000 vehicles, each sold separately, including saloon cars, estates, limousines, trucks, vans, landrovers, pick-ups, tippers, refuellers, coaches, ambulances, motor cycles, trailers, fork lift trucks and various cranes and other pieces of plant.

Catalogue of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

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Location: Burton-on-Trent, Staffs.
Permission to view on presentation of Tender forms only, obtainable from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. August 22, 1973.

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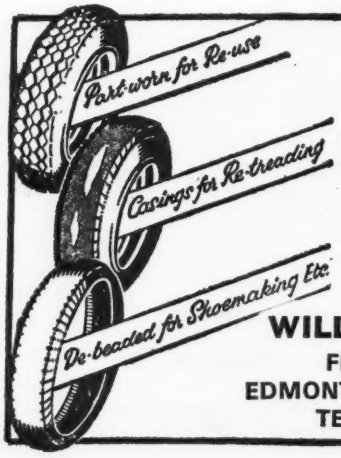

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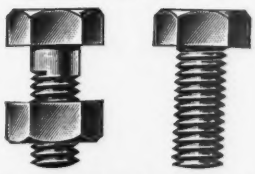

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